

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 85

AUGUST 29, 1931

Reference Books
7th Floor



This Little Machine Gets a Great Big Hand

Judging by the reception it received, there is a real need for the new Peters Jr.—a low priced forming and lining machine which is speedy, sturdy and strong—a machine requiring a small capital outlay, but nevertheless efficient.

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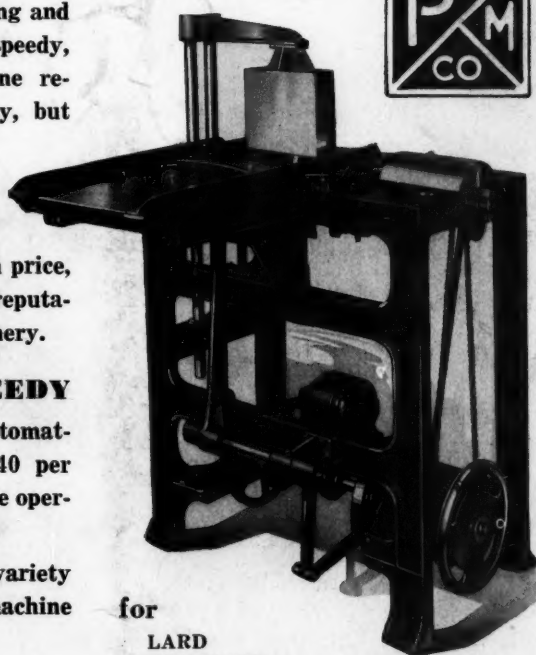
A Junior model, much lower in price, yet supported by the Peters reputation for fine packaging machinery.

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It forms and lines cartons automatically at the rate of 35 to 40 per minute and requires but a single operator.

And it is adjustable to a wide variety of sizes. This means one machine does the work of many.

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THE NEW PETERS JR.

for forming and lining cartons

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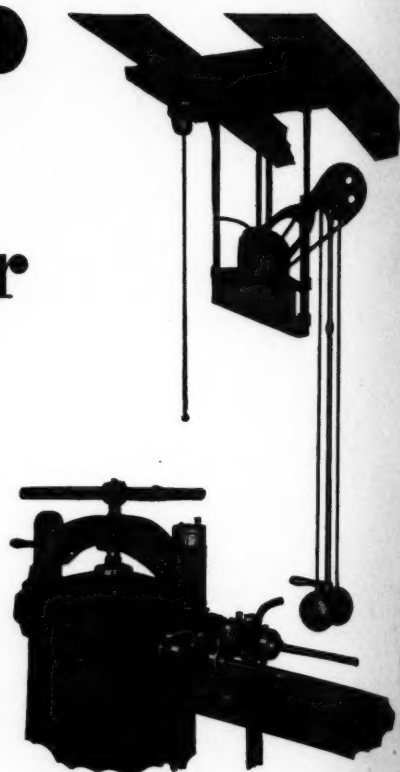
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in TIME and LABOR
at the Stuffing Bench**

HERE is a machine that will
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draws the casing on the stuffing tube
without tearing the casing or tiring
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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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Vol. 85. No. 9

AUGUST 29, 1931

Chicago and New York

Reducing Unit Cost of Smoking Meats and Sausage

Tests Show Substantial Economies in Use of Charcoal Briquets as Fuel in the Smokehouse

Results of a survey made by THE NATIONAL PROVISIONER
of a number of packing plants now using this method

Two elements are necessary to smoke meats—heat and smoke.

In the earlier days of the meat industry these were obtained by burning wood—generally hickory—in the fire pits. Later sawdust in combination with wood was used.

The use of sawdust lowered the cost of producing smoke, enabled the smokehouse attendant to keep better control over the smoking operation, and aided in the production of more uniform meats.

Later steam coils were placed in smokehouses to provide heat, and wood and sawdust were burned to make both heat and smoke.

Again the unit cost of production was brought down. But of greater importance was the fact that the use of steam, particularly in connection with thermostatic control, enabled very close regulation of temperatures and, therefore, the production of meats of still more uniform quality.

Steps in Smoking Practice

Next burners using oil or gas were introduced. These have come into quite general use. Their principal function is to provide the heat to smolder sawdust. Heat for the house is provided principally by steam coils. These burners again enabled the packer to reduce smoking costs and to control heat and smoke conditions

within very close limits during the smoking operation.

The result has been a greater degree of uniformity in products than it has been possible to obtain by other methods—a factor of great importance in these days when most smoked meats are offered for sale in wrapped and packaged form, and when standardized, uniform quality is such a vital factor in building consumer demand.

Recently a new fuel—charcoal briquets—has been tried in meat

plant smokehouses. Claims made for it are that it is more economical than other fuels under many conditions, will smoke meats in less time, and will produce good products with a smaller shrink.

A considerable number of packers have written to THE NATIONAL PROVISIONER asking for specific information on the results being secured in meat plants with charcoal briquets. They want to know how the fuel is used, what it costs to use it and what quality of products it produces.

A survey among packers using this fuel was made recently by THE NATIONAL PROVISIONER. The results are given here.

Smoking With Charcoal

By J. B. Gray.

Charcoal briquets are a by-product of the destructive distillation of wood—oak, maple, beech and basswood. Powdered charcoal is mixed with a small percentage of corn starch binder and the resulting mixture is formed into briquets in a press.

This fuel ignites easily, burns with practically no smoke, soot or sparks, and maintains a hot fire over considerable periods with little attention. The briquets are small in bulk and contain little moisture; therefore they give off a dry heat.

Packers are using charcoal briquets as a source of heat for heating smokehouses and to smolder sawdust from which the smoke is obtained. They are burned in a variety of ways.

One packer says: "We burn the briquets in shallow perforated pans raised about 18 in. from the floor, one

Fuel Costs For Smoking

Packer tests in the use of charcoal briquets as a fuel for smoking meats bring out these points:

- 1—Quick heat.
- 2—Rapid drying.
- 3—Better meat color.
- 4—Less shrink.
- 5—Improved meat flavor.

Fuel costs per 100 lbs. of meat smoked with charcoal run consistently low. These test figures are typical:

To smoke 1,803 bacon squares, 110 bellies, 837 picnics and 720 hams, total weight 24,368 lbs., fuel cost was as follows:

Charcoal briquets, 377 lbs. @ \$23.75 per ton,	\$4.49
Sawdust, 651 lbs. @ \$5.50 per ton,	1.79
Total fuel cost	\$6.28
Fuel cost per 100 lbs. meat	\$0.267

Two other tests by this packer, using briquets as fuel, gave total fuel costs per 100 lbs. of meat smoked as 2.03c and 2.33c.

in front and one in back of the house. The sawdust for smoke is placed on the floor close enough to the pans so that the heat from the charcoal will cause it to smolder."

Drying Time Saved.

In quite a number of plants the briquets are being burned in a hopper device, working drawings of which are shown in the accompanying illustration. This burner seems to have the advantage of being practically automatic in operation. One filling of the hopper will last several days, depending on the extent to which the house is used.

Close regulation of temperature can be obtained by varying the distance between the grate and the hopper discharge. In this case also the sawdust for smoke is placed on the floor. When a dense smoke is required some sawdust can be placed directly on the glowing charcoal.

Packer operating executives refer to various advantages of these briquets for drying meats. One says: "An added advantage of the use of briquets is that each smokehouse can be a drying house. When wood is used it is necessary to have each house equipped with steam coils. Steam is not needed when briquets are used."

Another said: "The clean, dry heat

of charcoal briquets is particularly suitable for drying meats. As the heat is low in humidity the drying operation is completed in a short time and at lower temperatures. We understand the moisture content of charcoal briquets is only 4 per cent."

Quick Heating and Drying.

A large packer who has made exhaustive tests has determined that product can be dried 30 to 50 per cent faster with charcoal briquets than with steam.

"We have found," he says, "that the temperature of a house can be brought up to the required point very quickly with charcoal briquets. In a number of tests we dried 10-14 lb. hams in 4 to 8 hours, the required temperature being reached in from 30 to 45 minutes after the charcoal was ignited."

A large number of tests on different products using charcoal briquets for fuel were studied. Some of the more

The usual kinds of meats passed through the houses during the tests, but no record was kept of the kinds and quantities of the various products being smoked, the object being to determine the total cost per 100 lbs. of product of all kinds smoked with briquets.

TEST ON THREE HOUSES.

Total green wt. of meats	98,351 lbs.
Total smoked weight	86,619 lbs.
Total smoking time	74 hrs.
Wt. of briquets burned	1,102 lbs.
Cost of briquets	13.00c
Sawdust used	2,335 lbs.
Cost of sawdust	6.14c
Briquets used per hr.	14.80 lbs.
Sawdust used per hr.	30.20 lbs.
Briquet cost per cwt. meat	.0181
Sawdust cost per cwt. meat	.0071
Total fuel cost per cwt. meat	.0252

Smoking Frankfurts and Bologna.

In a Western plant it was determined that the cost of smoking frankfurts and round bologna using charcoal briquets as fuel was .0774 per hundredweight of product. Two tests were made, the figure quoted being the average cost. The detailed figures of these tests follow:

Weight Product Lbs.	Charcoal used, Lbs.	Charcoal per Cwt. Product, Lbs.	Cost	Cost per Cwt. Product
2,501	123	4.9	\$1.84	\$.0738
2,600	145	5.4	2.17	.0830
5,101	268	5.1	\$4.01	\$.0774

interesting and representative are as follows:

The first test quoted was made in three smokehouses in a Chicago plant.

In three tests in this plant on product in beef bungs using charcoal as fuel an average cost per hundredweight of product was secured. The total quantity of product smoked was 10,908 lbs.; charcoal used, 245 lbs.; pounds of charcoal per hundredweight of product, 2.2; cost of charcoal, \$3.67; cost of charcoal per hundredweight of product, 3.3c.

Bacon and Ham Tests.

In another large Chicago plant tests were run on three smokehouses using charcoal briquets as fuel. In this case also a variety of meats were smoked during the tests, but no record was kept of weights of the various products.

In the first test 24,368 lbs. of meats were smoked, consisting of 1,803 bacon squares, 110 bellies, 837 picnics and 720 hams. The cost figures were as follows:

TEST NO. 1.

Briquets, 377 lbs. @ \$23.75 per ton \$4.49
Sawdust, 651 lbs. @ \$5.50 per ton 1.79

Total fuel cost \$6.28
Fuel cost per cwt. of meat smoked \$.0276

In the second test 32,913 lbs. of meats were smoked. These consisted of 2,020 bellies and 542 hams. The costs in this case was:

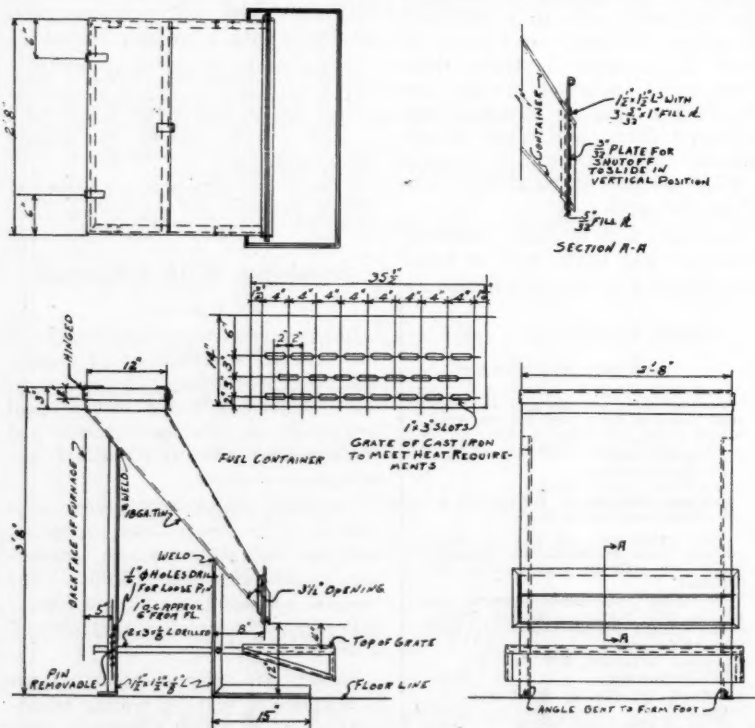
TEST NO. 2.

Briquets, 368 lbs. @ \$23.73 per ton \$4.38
Sawdust, 634 lbs. @ \$5.50 per ton 1.74

Total fuel cost \$6.12
Fuel cost per cwt. of meat smoked \$.0203

In the third test 23,808 lbs. of meats were smoked, consisting of 767 bellies and 1,480 hams. Costs in this third

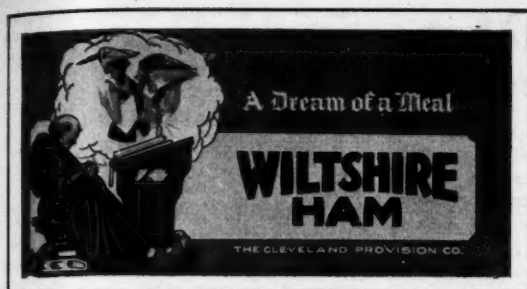
(Continued on page 29.)



HOPPER FOR BURNING CHARCOAL BRIQUETS IN SMOKEHOUSE.

With this device, made in any meat plant shop, the burning of charcoal briquets can be made almost automatic. (Design by Ford Motor Co., By-Products Division.)

The briquets are loaded into the hopper and feed by gravity to the grate as the fuel is burned. The temperature of the smokehouse can be controlled closely by raising or lowering the pivoted bars supporting the grate and varying the distance between the grate and the hopper discharge opening. When this distance is increased more fuel flows onto the grate; when it is decreased the amount of fuel is reduced.



BRAND NAME FEATURED IN ALL CAR CARD ADVERTISING.

Car cards of the Cleveland Provision Co. have attracted much attention. They are attractive in design and coloring and care is used in their design so that the word "Wiltshire" will be remembered even if the car rider gives the advertising only a casual glance. This company has used street car advertising for 27 years, and recently determined that 47 per cent of the people who remembered Wiltshire advertising saw the name on a car card.

Persistent Advertising Wins Recognition For Quality Meat Products

Advertising is going to play a more important part in the merchandising of meat products in the opinion of many meat merchandisers. They are influenced in their opinion by a number of factors and trends. Chief among these are: 1.—The growing habit of consumers to drift in their purchasing to those products that are persistently advertised. 2.—Opportunity provided by the growing practice of wrapping and packaging to carry brand and firm names to the housewife, and to make a direct appeal for patronage. 3.—Still keener competition experienced from other foods.

Many meat packers have been persistent advertisers for years, and have found the policy profitable. Numerous examples could be cited of meat products firmly entrenched in public esteem and in an enviable position as a direct result of investments in printer's ink to bring and keep their good qualities prominently and continuously in the public eye.

What can be done to build prestige and demand for meat products by a persistent advertising policy when backed by quality is illustrated in the case of the Cleveland Provision Co., Cleveland, O. For 53 years this company has been putting into its meat products every bit of quality that careful processing and the best equipment and methods could produce.

Wins and Holds the Market.

The Cleveland Provision Co. has been advertising its "Wiltshire" products for 27 years. It started with car cards. It was not long before other media were being used, and soon one could scarcely go anywhere in Cleveland and vicinity without seeing the name "Wiltshire" prominently displayed and knowing for what it stood. Many thousands of dollars were consistently invested in advertising. "Wiltshire" soon became a household word, and the public of Cleveland never has been permitted to forget.

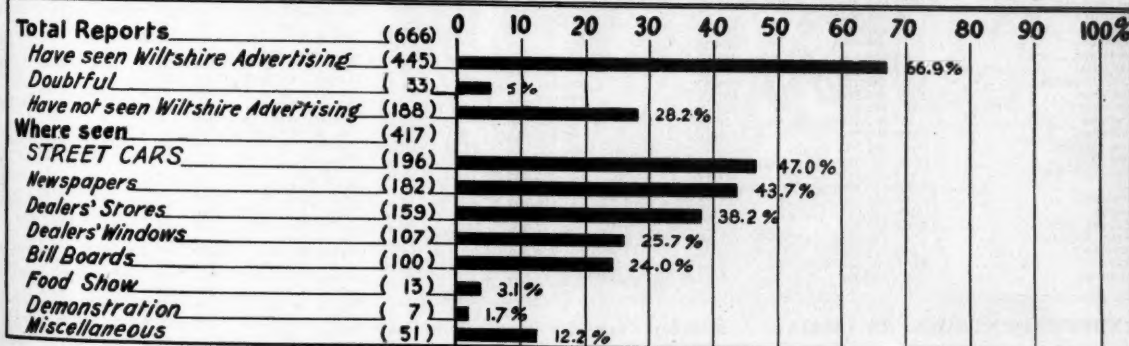
Recently a comprehensive survey was

made of the Cleveland market to determine how good a job their advertising had done and to learn what the public knowledge of their brand really amounted to.

In this survey a large number of people were interviewed. Of these 66.9 per cent had seen and remembered Wiltshire advertising; 5 per cent were doubtful that they had seen it, and the remainder, 28.2 per cent, were sure they had not seen it. While these figures are interesting as indicating what can be accomplished by a persistent policy of advertising, they do not tell the whole story. The survey showed conclusively that the company's brand was 26 per cent better known in Cleveland than the advertised brand name of its nearest competitor and 43 per cent ahead of it in actual consumer use.

Forty-seven per cent of those interviewed reported that they had seen the advertising on car cards, 43.7 per cent in newspapers, 38.2 per cent in dealers' stores, 25.7 per cent in dealers' show windows, 24 per cent on billboards, 3.1 per cent at food shows, 1.7 per cent at demonstrations and 12.2 per cent in other places.

SURVEY SHOWS CLEVELANDERS REMEMBER WILTSHIRE "ADS"



HOW CLEVELAND CONSUMERS RESPOND TO MEAT ADVERTISING.

This chart tells its own story. The figures are interesting as illustrating what various forms of advertising have accomplished for the Cleveland Provision Co., but they do not tell the whole story. The survey from which the figures on this chart were taken also showed that "Wiltshire," the brand name of the company's products, is 26 per cent better known than the advertised brand name of its nearest competitor, and 43 per cent ahead of it in actual sales. (Chart courtesy Barron G. Collier.)

Trend Is Toward Combination Meat Market and Grocery Store

That the trend in meat distribution is definitely away from the individual market and toward the combination meat market and grocery store is established by the 1930 Census of Distribution figures completed recently by the U. S. Department of Commerce. Leaders in the meat industry and other interested observers have pointed to this trend for several years and now definite figures are available to substantiate their prophecies.

Where there was formerly a very definite line of demarcation between the grocery store and the meat market, the figures show that that line is becoming ever fainter. The table below gives the figures for 22 states, showing the number of grocery stores, the number of meat markets and the number of combination meat and grocery stores. Take the state of Delaware, for instance, it has more combination meat and grocery stores than the combined total of individual meat stores and grocery stores.

In Michigan the combination stores almost equal the total of grocery stores, while the meat markets are lagging considerably in the rear. Again the combination stores in Pennsylvania equal about one-half of the total grocery stores, while the meat markets of that state, considering its size and the comparative density of its population, are considerably in the rear.

In only one state, New York, does the total of meat markets outstrip the combination stores to any considerable degree. The figures also show the trend to be toward the grocery adding meats rather than meat stores groceries.

While the figures for only 22 states are given in the table, they show, together with the figures for the 17 states published in THE NATIONAL PROVISIONER for Aug. 1, 1931, sufficient of the picture for the observant reader to draw his own conclusions.

	GROCERY STORES.		COMBINATION MEAT AND GROCERY STORES.		MEAT STORES	
	No.	Sales.	No.	Sales.	No.	Sales.
Connecticut	3,818	\$ 72,517,358	2,823	\$ 80,169,319	470	\$ 13,918,745
Delaware	381	5,855,985	458	10,969,279	87	1,911,559
Iowa	2,349	56,739,689	2,243	79,700,035	611	15,011,331
Kansas	1,433	28,934,727	2,586	75,746,161	284	7,487,007
Louisiana	5,173	37,517,707	1,205	28,919,211	733	7,419,458
Maryland	2,310	33,008,132	2,069	72,287,218	594	12,362,376
Massachusetts	7,850	158,839,150	6,316	238,027,881	793	22,486,273
Michigan	6,059	157,396,817	5,922	222,234,741	1,354	48,340,315
Minnesota	3,721	79,952,687	1,808	58,743,677	922	28,088,376
Montana	759	21,358,717	270	12,453,478	176	7,001,256
Nebraska	946	23,138,431	1,313	47,925,008	308	9,536,061
New Jersey	9,944	185,339,045	4,043	132,088,812	2,473	77,873,993
New York	26,259	595,993,198	7,495	304,285,037	9,707	296,065,071
North Carolina	5,595	50,483,784	2,532	60,081,873	325	8,077,530
Ohio	8,589	273,357,879	9,885	317,961,471	2,208	65,554,522
Oklahoma	2,554	35,997,610	2,856	94,514,830	211	5,775,174
Oregon	1,977	48,465,175	449	20,577,706	508	17,876,849
Pennsylvania	21,704	324,173,636	10,474	338,132,895	3,883	80,415,971
South Dakota	471	11,002,508	453	14,063,218	173	4,276,649
Tennessee	3,318	36,293,701	2,587	70,806,798	252	5,945,798
Texas	9,338	136,946,465	5,119	186,051,901	1,294	21,906,928
Wyoming	223	5,489,994	177	9,541,441	47	1,332,826

Evidence of the dominant position held by meat and foods in general in the retail sales of the country is found in the table below—also from the Census of Distribution—which gives the total retail sales for 22 states, the total food sales and the percentage of food sales to the total retail sales, together with the per capita of retail sales.

	ALL RETAIL SALES.		FOOD SALES.	
	Total.	Per capita.	Dollar volume.	P.c. of total.
Connecticut	\$ 764,571,044	\$475.81	\$ 205,201,731	26.87
Delaware	90,194,007	416.12	23,331,342	25.82
Iowa	976,154,704	386.06	175,066,573	17.93
Kansas	798,599,763	424.53	137,485,508	17.22
Louisiana	470,013,825	223.63	86,304,151	18.35
Maryland	613,812,177	376.22	108,242,618	17.38
Massachusetts	2,068,887,788	484.49	556,881,415	27.04
Michigan	2,235,570,860	461.67	498,684,322	22.30
Minnesota	1,071,787,583	418.02	202,796,963	18.92
Montana	240,082,195	446.58	45,297,769	18.80
Nebraska	599,630,259	435.16	92,303,519	15.39
New Jersey	1,851,405,393	458.12	596,567,582	30.61
New York	7,239,632,514	575.12	1,878,868,298	25.95
North Carolina	744,136,243	294.72	133,403,995	17.93
Ohio	3,026,748,364	430.89	790,395,425	25.85
Oklahoma	793,890,223	331.33	145,514,100	18.35
Oregon	490,170,647	482.50	101,758,290	22.06
Pennsylvania	4,039,555,807	419.42	902,747,303	22.33
South Dakota	262,148,879	378.36	34,676,318	13.22
Tennessee	640,857,182	248.38	124,288,009	19.12
Texas	2,074,164,554	356.10	377,631,446	18.21
Wyoming	1,01,390,390	449.53	18,428,082	18.16

INDEPENDENT OWNERS' CHAIN.

A new retail buying group is being formed in the Los Angeles, Cal., district known as the Independent Owners' Chain, sponsored by the Continental Stores chain, whose wholesale department will act as a source of supply.

Members are not required to pay dues, put up a deposit, to agree to buy any specific amount of merchandise, nor are they required to paint their stores a uniform color or defray advertising expense other than the cost of an exterior sign. Prices quoted to members of the Independent Owners' Chain are

said to be the same as those given by Continental to its own stores. Terms are strictly cash, but orders of 600 lbs. or more will be delivered free.

KROGER SALES ARE LESS.

Kroger Grocery and Baking Co. report sales for the eighth accounting period (thirteen periods in the year) ended Aug. 15, as totaling \$17,880,802, compared with \$19,323,607 in the corresponding period of 1930. This is a decrease of 7.4 per cent. Sales for the eight periods aggregated \$156,401,223, compared with \$162,950,599 in the like period last year, a decrease of 4 per cent. An average of 4,920 stores were in operation in 1931 as against 5,237 in 1930, a decrease of 6 per cent. For the year ended June 15 retail food prices were off 20.1 per cent.

NO MERGER FOR SAFEWAY.

Safeway Stores has no merger in prospect other than the plan calling for the absorption of MacMarr Stores, according to an announcement made by President M. B. Skaggs. Mr. Skaggs denied current reports that Safeway is negotiating with Kroger, Daniel Reeves or H. C. Bohack.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers listed stocks on Aug. 26, 1931, or nearest previous date, with number of shares dealt in during week, and closing prices on Aug. 19, 1931, or nearest previous date:

	Sales.	High.	Low.	—Close—	Aug. 26.	Aug. 19.
	Week ended Aug. 26.	Aug. 26.	Aug. 26.	Aug. 26.	Aug. 26.	Aug. 19.
Amal. Leather	.....	.....	.....	.....	34	34
Do. Pfd.	.....	.....	.....	.....	30	30
Amer. H. & L.	.....	.....	.....	.....	24	24
Do. Pfd.	.....	.....	.....	.....	24	24
Amer. Stores	900	45 1/4	44 1/4	44 1/4	44 1/4	44 1/4
Armour A.	2,750	1 1/4	1 1/4	1 1/4	1 1/4	1 1/4
Do. B.	9,850	1 1/4	1 1/4	1 1/4	1 1/4	1 1/4
Do. Ill. Pfd.	200	12 1/4	12 1/4	12 1/4	12 1/4	12 1/4
Do. Del. Pfd.	900	39 1/4	39 1/4	39 1/4	39 1/4	39 1/4
Barnett Leather	.....	.....	.....	.....	10	10
Beechnut Pack.	.....	.....	.....	.....	10	10
Bohack, H. C.	.....	.....	.....	.....	10	10
Do. Pfd.	.....	.....	.....	.....	10	10
Brennan Pack.	.....	.....	.....	.....	10	10
Do. Pfd.	.....	.....	.....	.....	10	10
Chick C. Oil.	.....	.....	.....	.....	10	10
Childs Co.	1,600	18	17 1/4	18	18	18
Cudahy Pack.	400	40	40	40	40	40
First Nat. Strs.	2,700	59 1/4	59 1/4	59 1/4	59 1/4	59 1/4
Gen. Foods	13,600	50 1/4	49 1/4	50 1/4	50 1/4	50 1/4
Gobel Co.	1,700	7	6 1/4	7	7	7
Gr. A. & P. Ist Pfd.	10	119	119	119	122 1/2	122 1/2
Do. New	10	215	215	215	206	206
Hormel, G. A.	50	24 1/4	24 1/4	24 1/4	24 1/4	24 1/4
Hygrade Food.	300	4	4	4	4	4
Kroger G. & B. 27.000	31 1/4	30 1/4	31 1/4	31 1/4	31 1/4	31 1/4
Libby McNeill.	2,600	10	10	10	10	10
MacMarr Strs.	9,400	11 1/4	11 1/4	11 1/4	11 1/4	11 1/4
Mayer, Oscar	.....	.....	.....	.....	10	10
Mickelberry Co.	200	0	0	0	0	0
M. & H. Pfd.	.....	.....	.....	.....	15	15
Morrell & Co.	100	39	39	39	40	40
Nat. Fd. Pd. A.	.....	.....	.....	.....	1	1
Do. B.	.....	.....	.....	.....	1	1
Nat. Leather	300	1 1/4	1 1/4	1 1/4	1 1/4	1 1/4
Nat. Tea	1,700	15 1/4	15 1/4	15 1/4	15 1/4	15 1/4
Proc. & Gamble	1,800	63 1/4	63 1/4	63 1/4	63 1/4	63 1/4
Do. Pr. Pfd.	20	111 1/4	111 1/4	111 1/4	110	110
Rath Pack.	.....	.....	.....	.....	67 1/2	67 1/2
Safeway Strs.	20,720	97 1/4	96 1/4	97 1/4	97 1/4	97 1/4
Do. 5% Pfd.	140	96 1/4	96 1/4	96 1/4	96 1/4	96 1/4
Do. 7% Pfd.	290	106	106	106	106	106
Stahl-Meyer	300	16 1/4	16 1/4	16 1/4	16 1/4	16 1/4
Swift & Co.	8,700	25 1/4	25 1/4	25 1/4	25 1/4	25 1/4
Do. Intl.	4,000	33 1/4	33 1/4	33 1/4	33 1/4	33 1/4
Trans. Pork	.....	.....	.....	.....	32 1/4	32 1/4
U. S. Cold Stor.	.....	.....	.....	.....	8 1/4	8 1/4
U. S. Leather.	200	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4
Do. A.	1,000	9 1/4	9 1/4	9 1/4	9 1/4	9 1/4
Do. Pr. Pfd.	200	88	88	88	88	88
Wesson Oil	1,100	17 1/4	17 1/4	17 1/4	17 1/4	17 1/4
Do. Pfd.	.....	.....	.....	.....	100 1/4	100 1/4
Do. 7% Pfd.	.....	.....	.....	.....	1 1/4	1 1/4
Wilson & Co.	100	1 1/4	1 1/4	1 1/4	1 1/4	1 1/4
Do. A.	500	5	5	5	5	5
Do. Pfd.	600	31	31	31	31	31

Packers Cooperate with Hog Producers In Exhibits at State Fair

More than three hundred thousand visitors are estimated to have seen the exhibit of pork and pork products shown at the Illinois State Fair at Springfield, Ill., on August 25 and 26. The exhibit was sponsored by the Institute of American Meat Packers at the request of the National Swine Growers' Association, which held its annual swine show in connection with the State Fair.

More than three hundred trademarked cartons and packages of pork and pork products were featured in the Institute exhibit. There was a total of thirty different pork items, supplied by twenty-five different packers throughout the country. The items included cured and smoked pork, vinegar pickled products in glass, canned hams and other canned products, lard, sausage, both domestic and dry, and many other products. A man was in charge of the Institute exhibit at all times to answer questions and give information about the items which were displayed.

The Institute exhibit was shown in the Sears, Roebuck building, about one-half block from the center of the Fair grounds. This exhibit, together with the exhibit of the National Live Stock and Meat Board, headquarters of the National Swine Growers' Association, and an exhibit of quick-frozen packaged meats by Ottenheimer Bros., case manufacturers, occupied the entire first floor of the building, approximately 10,000 square feet.

Meat Products in Variety.

The exhibit under the auspices of the Institute consisted of seven separate units arranged about three sides of the room. A large central unit consisting of two eight-foot refrigerated display cases filled with pork products, two ten-foot stands showing pork products in packages, cans and other containers, a large illuminated exhibit showing the food value of meat, a model window display of hams and bacon, and a window display of lard. This exhibit had a frontage of about fifty feet.

Adjoining the central exhibit on the left were two decorated tables, covered with cartons and packages of pork and pork products. To the left of these tables was a model dining room, completely equipped with table, linen, silverware, china, rug, curtains, china closet, buffet and chairs. A baked ham was shown on a large platter on the table, while signs called the attention of crowds to the food value of meat and to its use in the diet.

Continuing the Institute exhibit, directly north of the model dining room,

a booth was furnished by the Kelvinator Company for an Institute exhibit of pork products and pork charts. An attractive refrigerator contained a large number of cartons and packages. North of this booth a room was decorated by the McCray Refrigerator Co. for an Institute display. The exhibit here consisted of lard advertising material, pork charts, both large and small, an educational exhibit showing the work which the Institute does in advising people about the merits of meat, and a number of pork products in packages.

Where They Eat the Meat.

The Institute exhibit adjoining this booth contained a model kitchen and breakfast room. The breakfast room was complete with linen and table service, and a number of cards told about the merits of meat and recommended its inclusion in the breakfast menu. The kitchen contained a gas range, a sink, an electric refrigerator, and a kitchen cabinet. Pork products were displayed in the refrigerator, and a roast was shown in the oven of the range. Furnishings in the model dining room, kitchen and breakfast room were supplied by the Springfield store of Sears, Roebuck and Co.

The headquarters booth of the National Swine Growers Association occupied the center of the room, decorated

in the same color scheme as the Institute exhibits. The 24-page meat cookery booklet recently prepared by the Institute, the Institute's multi-color folders on pork cookery and on sausage, and a pork recipe book prepared by the National Live Stock and Meat Board were distributed from this booth. Hams, bacon and other pork products were displayed on tables in the booth.

A large refrigerated cooler on the north side of the room contained the National Live Stock and Meat Board display of two sides of pork, lard, and a number of retail cuts, with comparisons of the prices of last year and the present time. The exhibit was attractively decorated and attracted a large amount of attention. A platform was erected in the eastern half of the room, where pork cutting demonstrations were given daily by Max O. Cullen, of the National Live Stock and Meat Board, and by Prof. F. C. Olson of the University of Illinois.

Many Meat Firms Exhibit.

All member companies were invited to participate in the Institute exhibit. Products sold by or containers used by the following companies were on display: Armour and Company, Arnold Brothers, Chicago; Cleveland Provision Co., Cleveland, O.; Cudahy Brothers Co., Cudahy, Wis.; Cudahy Packing Company; Fuhrman & Forster, Chicago; Hammond-Standish Co., Detroit; Hygrade Food Products Corp.; E. Kahn's Sons Co., Cincinnati; Kingan and Company, Indianapolis; Kohrs



EDUCATION WILL BRING BETTER UNDERSTANDING OF MEAT VALUES.

This cartoon from the Omaha Drovers Journal-Stockman was accompanied by the following comment from Editor Bruce McCulloch: "There is an old saying that 'the proof of the pudding is in the eating,' but the experts of the Department of Agriculture and the National Live Stock and Meat Board tell us that this is not always true as to meat. Many a choice beef steak or roast is spoiled in the cooking, and when meat is served that is tough and unpalatable the complaint should be directed against the cook rather than against the butcher."

Packing Co., Davenport, Iowa; Major Brothers Co., Mishawaka, Ind.; Mickelberry's Food Products Corp., Chicago; Morris and Company, Mutual Sausage Company, Chicago; Rath Packing Company, Waterloo, Iowa; Reliable Packing Company, Chicago; Roberts & Oake, Chicago; Scala Packing Company, Utica, N. Y.; T. M. Sinclair & Co., Ltd., Cedar Rapids, Iowa; Stahl-Meyer, Inc., New York; Swift & Company; Wilson & Company; Wilson Provision Company, Peoria, Ill.; William Zoller Company, Pittsburgh, Pa.

MEAT EXHIBITS AT FAIRS.

Plans are now complete for the installation of comprehensive meat exhibits at a number of the leading state fairs and livestock expositions this fall, according to a statement by the National Live Stock and Meat Board, originator of the meat exhibit idea and an active force in building a national program of this nature. The program of exhibits this year will be more extensive than ever before, it is said.

The first exhibit of the season is now in place at the National Swine Show, which is being held from August 22 to 29 in connection with the Illinois State Fair at Springfield. Here the Board is cooperating with the National Swine Growers Association, the Institute of

American Meat Packers, and the University of Illinois in presenting an assortment of educational displays of pork. The exhibit is a brand new feature of the show and is attracting unusual interest.

Among the other shows which will feature meat are the Michigan State Fair, at Detroit; the Eastern States Exposition, at Springfield, Mass.; the North Carolina State Fair, at Raleigh, N. C.; the Kansas Free Fair, at Topeka; New York State Fair, at Syracuse; the Pacific International Live Stock Exposition, at Portland, Ore.; the Ak-Sar-Ben Live Stock Show, at Omaha, Nebr.; the American Royal Live Stock Show, at Kansas City, Mo.; and the International Live Stock Exposition, at Chicago.

In this and other exhibits, the Board is working closely with the show managements, the U. S. Department of Agriculture, the Institute of American Meat Packers and other agencies, says the Board's statement. "There is no question of the value of these exhibits as a means of education," it continues. "They present information which benefits both producer and consumer and this information is given as graphically and in as interesting a form as possible. Literally, millions of persons have viewed these exhibits in the past. The feature is now well established and visitors to the shows look for it."

Frankfurter Sales Increase When Public Is Told About Their Value

A "run" on frankfurters was recently precipitated in Younkers' Food Shops, Inc., 51 E. Chicago ave., one of Chicago's leading retail food shops, as the result of displaying of the Meat Council of Chicago's window streamers advertising frankfurters.

In the course of the recent survey made by the Chicago Evening American to test the results of the sausage advertising campaign staged by the Meat Council, Younkers' store was visited, and advertising material was placed in the hands of the manager. The window streamers were pasted up on Friday, and then things began to happen.

"We put up the streamers as a matter of course," said Manager M. J. Kramer, "without looking forward to any appreciable increase in our trade. But when customers began to order three or four pounds of frankfurters at a crack, and our supplies began to run low, we wondered what was going on. We had to order more frankfurters, and you can be sure we saw to it that the streamers were kept in place and new ones put up.

"There is no question that the

streamers brought about a very material increase in our frankfurter business. I have never before seen so simple a piece of display material draw so well. It drew better results than window streamers two or three times its size."

Next week bologna sausage will be the featured product in the Meat Council campaign, and recipe cards advertising it will be handed out to customers by meat retailers in the Chicago area. Trucks of firms participating

Sausage Campaign Calendar

Aug. 31 to Sept. 12.

BOLOGNA.—Plans for this campaign are similar to those for the others, including distribution of leaflets, window streamers, etc.

The Chicago Sausage Campaign continues through October, featuring other sausage and meat specialties such as Liver Sausage, Cooked Ham, Luncheon Specialty, Dry Sausage, Frankfurters (second time), Bologna, Minced Luncheon Specialty, Head Cheese, Blood Sausage, Souse, etc., and Pork Sausage.

Watch the pages of **THE NATIONAL PROVISIONER** for details.

will fly banners and pennants bearing the message "Buy Bologna—For Sandwiches and Hurry-up Meals." The bologna campaign will close on September 12.

DISCONTINUE POULTRY GRADES.

The 34 packing plants which had adopted the federal poultry grading service for dressed chickens have all withdrawn from the service within the last month because of prices which they considered unsatisfactory and difficulties in marketing, according to information from the U. S. Department of Agriculture.

The plants concerned were estimated to handle about 50,000,000 lbs. of chickens a year. Four groups of packing companies, organized by states, were included in the system.

About a year ago ten packers operating 14 plants formed the Kansas organization, which was the first to adopt the federal grading system. The organization obtained premium prices for its output, and on examination of the results of its operations similar organizations were formed recently in Indiana, Iowa and Minnesota.

After shipping government-graded poultry this season and failing to obtain the price which it had expected, the Kansas organization abandoned the government grades, believing it could get better prices by using its own system of grading, which placed the best two government grades in a single class. The government service required a very high quality in the product placed in the top grade, and it was felt that the large quantity graded as No. 2 moved on the market at a disadvantage.

The Department of Agriculture declined to change its grades, believing that one of the primary purposes is to improve the quality of the product, which would be promoted by high standards.

The other three organizations, which had just begun operation, followed the lead of the Kansas group and withdrew from the federal grading system.

LAST CALL FOR EXHIBITS.

Plans for exhibits of machinery, equipment and supplies at the 26th annual convention of the Institute of American Meat Packers at New York City, on October 19-21, have progressed to the point where most of the exhibit space has been taken. Leading machinery, equipment and supply concerns have taken all the space in one of the two exhibit rooms, and hardly more than a dozen booths remain in the other hall. Each hall is equally well located, as attendants at convention sessions must pass both to get to the convention hall. Applications for the remaining exhibit space should be made promptly to Harry L. Osman, director, care the Institute of American Meat Packers, 506 So. Wabash ave., Chicago.

EDITORIAL

New Uses for Old Ideas to Cut Costs

A rotary pump is being used in one Chicago meat plant to transport bone pieces used in the manufacture of gelatine from one department to another. This material formerly was handled in trucks. The labor of four men was saved.

Cracklings from the expeller are being moved 500 feet in another plant by a pneumatic system. The saving in labor is great enough to pay for the fan and duct in a very short time.

In an Eastern plant the water from the hog dehairer is led through a pipe from the killing floor to the by-products building some distance away. It carries the hair with it. The water is then separated from the hair and pumped back to the dehairer. A very nominal cost for transporting the hair results.

These are only three illustrations of how modern material-handling equipment and methods can be adapted to meat plant processing to cut costs. There are many other processes where equipment designed primarily for other purposes could be used to reduce carrying expense.

Cost of interdepartmental transportation is a very respectable part of total meat plant costs. It adds nothing to quality. It is an expense that cannot be tacked onto selling prices, and that must be paid directly out of profits. Any reduction, therefore, is a clear gain. And in few operations are opportunities for savings greater.

Livestock Supplies Look Plentiful

Drought, anthrax and cholera are three scourges reported nibbling at the livestock crop. However, their influence is much more speculative than real. As a matter of fact, if something did happen to reduce prospective livestock supplies somewhat it might be better for the industry as a whole, in spite of hardships to some.

But it must be remembered that this is a great country, and that depletion of livestock supplies in one section frequently is more than made up by surplus in another. Also, diseases that spread havoc even ten years ago are now far easier of control as knowledge has improved and facilities widened.

Only recently there has been considerable discussion of cholera ravages in one of the largest of the hog producing states. Trade channels anxious to inject any bullish factor possible into the hog market have made a feature of this out-

break, and have gone so far even as to suggest that a scourge similar to that of 1913, when between two and three million hogs were lost, was not improbable.

While this condition may not be impossible, it is quite improbable. However, even should the hog supply be depleted by several million head for one reason or another, it might solve a serious problem of surplus that appears to be threatening, and which with curtailed outlet for product may be difficult of solution.

Too much weight should not be given at any time to any of these bearish factors. It is true they should be watched, and should they occur their influence must be balanced against the general situation. Everything points just at the present time to plenty of cattle and probably too many hogs and lambs for consumptive needs.

Spending Money to Make Money

A packer in the Central West recently overhauled his pork cutting room, rearranged the equipment, and installed new and more efficient machines. His unit cutting cost was halved.

Previously he had made large savings by re-vamping his soaking and smoking departments, installing conveyors and rearranging the layout to reduce labor and transportation costs. He is now making over his hog cutting floor. Again he will cut costs. And in other departments he is spending money to end waste and loss.

Present business conditions probably have had some influence on this packer's action to get his business on a more efficient and profitable basis. But regardless of the general situation these efforts would have been made sooner or later.

"It was work that had to be done," he says, "and probably we ought to be ashamed of the fact that we are just getting to it. If we had been on our toes from day to day, as we should have been, our present extra efforts probably would not be necessary. Our first task is to get the production and distribution ends of our business right. When we have done that, we will keep them right."

The courage of this packer, at a time when some others in the industry are curtailing capital expenditures wherever possible, is refreshing. But, after all, what he is doing is only good business sense. He is spending money to make money.

And in this connection it is interesting to note that no improvement is postponed because of the expense. First cost is not a factor. If enough money can be saved to make the investment profitable, the work is authorized regardless of other considerations.

Practical Points for the Trade

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Minced Ham or Sausage

Another luncheon meat popular at any season of the year, especially during the hot months when quick service meats are in unusual demand, is minced ham or minced sausage.

If it is to be sold in interstate trade under the term "minced ham," it must be made of all ham trimmings. Otherwise a mixed meat formula can be used.

If this product is properly made and well merchandised, it should do a great deal to increase the producer's volume.

Minced sausage is made of all dry cured meats, with the exception of the regular pork trimmings included in the formula, which constitute only about 10 per cent of the total meat used. If these are used fresh they help to reduce the salt flavor in the finished product.

Formulas.—The meat and spice formulas are as follows:

Meats:

- 50 lbs. boneless bull meat
- 20 lbs. lean pork trimmings
- 20 lbs. pork cheeks
- 10 lbs. regular pork trimmings

Spices:

- 4 oz. white pepper, whole or ground
- 8 oz. granulated sugar
- 2 oz. saltpeter or nitrate of soda

Use of cereal is optional.

Curing.—Each kind of meat is cured separately. For each 100 lbs. of meat use

- 3 lbs. salt
- 8 oz. sugar
- 3 oz. nitrate of soda or saltpeter

and one-half gallon of No. 2 ham pickle, if available. This used ham pickle has a sweet flavor which imparts a nice taste to the finished product. The meats are ground through the 1-in. plate of the hasher, then put in the mixing machine, the dry curing ingredients added and the meat and seasoning mixed for about three minutes.

The meat is then packed in barrels and the ham pickle poured over the top, care being taken to avoid packing the meat any more than is necessary. Cure in open barrels at a temperature of 36 degs. to 40 degs. F. for from five to seven days.

Grinding.—After the meats are cured, grind the boneless bullmeat and pork cheeks through the ½-in. plate of the hasher and the lean and regular pork trimmings through the ¼-in. plate.

Put the ground meat in the silent cutter and chop about two minutes. Then add the lean and regular pork trimmings, the spices and about 10 lbs. of shaved ice, and chop all together for about two minutes additional.

Then place in the mixer, add the cereal if any is used together with just enough crushed ice to keep the meats cool, and mix for about four minutes.

Stuffing.—Stuff in beef bladders, turning them inside out over the filler, or jumbo size cellulose casings may be used for the purpose. Puncture the bladders thoroughly to let the air out. The necks should be fastened with skewers before tying; then tie with twine, knotting the loops to hang on the smoke sticks.

Smoking.—Then hang in the cooler at about 36 to 40 degs. F. over night. The following morning smoke at a temperature of 135 to 140 degs. F. for the first two hours. Then gradually raise to 150 degs. and hold at this point until the desired color is obtained.

Cooking.—Cook three to six hours according to size, at a temperature of 160 degs.

Chilling.—Then spray with cold water or chill in cold water for about three minutes and allow to hang in natural temperatures for from two to three hours to chill further. Put in the smoked cooked sausage cooler at a temperature of 45 to 50 degs. F. Chill thoroughly before packing.

Watch the Wanted page for bargains.

Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with 5c in stamps.

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.
Please send me reprints on Temperature Control in the Meat Plant.

Name

Address

City

Enclosed find a 5c stamp.

Curing Frozen Hams

A packer who is having trouble curing frozen hams writes as follows:

Editor The National Provisioner:

Of late I have had trouble in curing our hams. Hams weighing 12/14 and 14/16 lbs. I have been freezing about three or four weeks and then thawing them out, but the ham does not take a cure. I have left them in brine for about five or six weeks.

How strong should the pickle be in curing such hams and how long does the ham have to lay to defrost?

The trouble this packer is experiencing is probably due to the fact that the hams are not thoroughly defrosted before going into cure. When this occurs curing is likely to be unsatisfactory.

The best way to handle this product is to freeze the hams at a temperature of 10 to 15 degs. below zero, then transfer to a storage freezer held at 10 to 15 degs. above. When the hams are to be cured they are taken out and defrosted by being placed in a warm mild pickle which is kept thoroughly agitated during the defrosting process.

If the pickle is not permitted to go below a temperature of 50 degs. during the defrosting process and if it is kept thoroughly agitated, defrosting can be done over night. However, it is important to be sure that the product is thoroughly defrosted before going into cure.

After the hams are fully defrosted the method of handling is the same as for regular hams that have not been frozen. The only difference is that frozen hams cure in a somewhat shorter time, sometimes in one-third less time.

The strength of both the pumping pickle and the cover pickle used in curing hams depends on whether a mild cure is desired or a heavier cure. A good mild pickle is of 70 degs. strength and a stronger pickle, usually used on less fancy hams, may be as strong as 78 degs. In each case the pumping pickle may be made considerably stronger.

BLACK LEONA SAUSAGE.

Formula and directions for the manufacture of black leona sausage appeared in THE NATIONAL PROVISIONER of August 8, 1931, page 27.

The amount of saltpeter included in the curing formula is stated to be 2½ lbs. for each 100 lbs. of meat. This quantity is so much out of line that anyone familiar with sausage manufacture would recognize immediately that "pounds" had been substituted for "ounces."

The quantity of saltpeter required in the curing formula should be 2½ OUNCES for each 100 lbs. of meat.

When Tallow Is Mealy

Trouble with sediment or meal in tallow is being experienced by a renderer, who writes regarding this as follows:

Editor The National Provisioner:

We are having some trouble with our tallow being very mealy and a bluish gray in color. We render only clean fats from beef and sheep trimmed during slaughter, with occasionally clear met fats received from jobbing butchers. No hog fat is used.

The tallow is cooked with steam for approximately three hours under 60 lbs. pressure. After cooking the tank is allowed to settle and is then drained off by floating with water. Can you tell us what might cause our trouble?

This renderer is cooking under a high steam pressure, and his difficulty appears to be due to the fact that the pressure is released too rapidly. The pressure on the tank should be permitted to die down slowly when cooking is completed, and a good clear tallow will result.

Some operators take three to four hours to release the pressure and others a still longer time. For instance, if cooking is completed around midnight the pressure is left to die down during the balance of the night.

A quick release of pressure, particularly when it is as high as 60 lbs., causes a mixing of the fine tankage and tallow, which it is almost impossible to clear up later. Also it might be well for this renderer to cook his tanks longer and at materially lower steam pressure.

Curing Hot Cow Beef

An Eastern sausagemaker asks regarding the handling of hot cow beef. He says:

Editor The National Provisioner:

We would like to have your advice as to the proper formula for salting hot cow beef. Would it be handled something like hot bull-meat?

Hot cow beef is handled the same as hot bull beef, but the results in chopping hot cow beef are not very satisfactory, as this beef does not have the same binding qualities as hot bull beef has.

If the cow meat has any fat, see to it that all fat is trimmed off, as it will not make a good emulsion if fat.

Better results would be secured if this inquirer would buy a bull to make the hot chopped emulsion and use the cow meat after it is cooled out. In that way he will secure better results in producing his sausage.

It is suggested that the cow meat be boned out and ground through the 1½-in. plate, then put it in cure for six to eight days before using. For cure use 3 lbs. salt and 3 oz. saltpeter to each 100 lbs. of beef.

Do you use this page to get your questions answered?

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

SMOKING WITH CHARCOAL.

(Continued from page 22.)

test checked very closely with those of the other two.

Briquets, 357 lbs. @ \$23.75 per ton \$4.24
Sawdust, 950 lbs. @ \$ 5.50 per ton 2.61

Total fuel cost \$6.85
Fuel cost per cwt. of meat smoked \$.0233

Sausage and Cooked Meats.

Another packer reports a briquet cost for smoking at one time in a 3-story smokehouse 590 lbs. of large bologna, 530 lbs. of minced ham in bladders, 154 lbs. of cooked specialties, 115 lbs. of large bologna and 544 lbs. of regular minced ham.

Thirty-eight pounds of charcoal briquets costing \$20.00 per ton and four shovels of sawdust were used. The test was started at 8:35 a. m. with a smokehouse temperature of 90 degs. Fahr. At 8:55 the temperature was raised to 130 degs. and at 9:15 to 135 degs. This latter temperature was maintained until 9:55, when it was reduced to 134 degs. This was held until 10:25, when 152 degs. were used. The smoking was completed at 11:30 at a temperature of 142 degs.

Other packers report the cost of briquets and sawdust for smoking ranging from 1.9c to 2.5c per hundred-weight of product.

In most cases shrink is reported to be smaller when charcoal briquets are used.

One packer has estimated from his tests that for all classes of meats this will average ½ of 1 per cent less than with other smoking methods. Others estimate a smoking shrink of from 2.97 per cent to over 7 per cent, depending on product.

Shrinkage Is Less.

One packer who has investigated the matter of shrink very carefully when charcoal briquets are used submits the following figures:

Smokehouse Grease— A Fire Hazard

How often do you clean the walls of your smokehouse?

Grease accumulations on smokehouse walls have been found to be one of the chief fire hazards in many packing plants.

Not long ago a packing plant suffered a heavy fire loss. Investigation proved the fire started in the smokehouse.

And the cause was this: Grease covered the smokehouse walls over an inch thick.

Both this fire loss and the loss of business during rebuilding could have been avoided simply by cleaning the smokehouse walls at regular, frequent intervals.

How long ago was this done in your plant?

SHRINKAGE TESTS.

Product.	Wt. before smoking, Lbs.	Wt. after smoking, Lbs.	Shrink, %
Bacon squares	3,580	3,387	5.63
Bellies	2,227	2,067	7.68
Picnics	3,320	3,067	7.92
Picnics	3,533	3,258	7.57
Hams	3,290	3,201	2.97
Skinned hams	4,526	4,083	9.79
Skinned hams	1,943	1,828	5.92
Skinned hams	1,531	1,756	5.19

Another packer reports frankfurts shrink during different tests as 12.5%, 13.73%, 16.32% and 15.00%, an average of 15.00 per cent.

Quality of Meats Smoked.

Quality of product smoked with charcoal briquets was reported as very good in practically all cases.

One packer reporting on a test on frankfurts said: "Despite the fact that the franks were allowed to remain in the smokehouse longer than is our practice, due to the inability of the cookers to handle them promptly, the meats were bright and plump."

Another, referring to frankfurts smoked with briquets, said: "The meats have a firm satin finish, red appearance, delicate pink centers and are particularly attractive."

The satin finish or glazed appearance of charcoal-smoked meats was mentioned by several other packers as being an advantage from a sales standpoint. The bright appearance and the good interior color in the case of hams was mentioned by others.

A Detroit packer gave the following as reasons why he had adopted briquet charcoal fuel in his smokehouses:

- 1—Quick heat.
- 2—Rapid drying.
- 3—Better color; meat as firm as could be desired.
- 4—Less shrink.
- 5—Improved flavor and mildness.
- 6—An ideal fuel, being clean, smokeless and odorless, giving quick temperatures and having unusual facilities for conditioning meats for smoke.
- 7—Black meat is impossible.

Used for Barbecue Meat.

In one case mention was made of 75 shoulders prepared over a barbecue pit using briquets as fuel. The fire was started with 75 lbs. of briquets, but this quantity proved to be too large. About 55 or 60 lbs., it was thought, would have been sufficient. The meats were placed on the grate at 8:30 in the morning and were finished at 3:00 p. m., with an inside temperature of 155 degs. The shoulders were particularly good, according to the barbecue man on the job.

The work was also completed in about one-half the time usually required, and the meats were of considerably higher quality, being free from black, burned crusts. The shrink was considerably less than usually occurs.

It should be mentioned that in practically all of the tests given previously the use of steam for heating is not taken into consideration. One packer who made tests to determine the comparative costs of smoking with charcoal briquets with those when smoking in his regular manner in a smokehouse heated with steam, determined that to equal the latter way, from a purely cost standpoint, briquets could not cost more than \$19.66 per ton.

He did say, however, that the angle of cost is not the only one to consider. Quality of product, shrink, meat appearance and the time element are factors which should also be taken into consideration.

SELLING PUNCH

THAT PUTS ACROSS MORE EGG SALES

The eggs are brought forward like diamonds in tiffany settings.

The low cut cell brings each egg out—clearly to view. They look larger—catch the eye, make sales and add to your profits.

These cartons are real salesmen—it will pay you to use them.

Send for Samples

Read this partial list of users. They know the value of display.

Swift & Company Armour and Company
Morris & Co. Wilson & Co.
Cudahy Packing Co. Bowman Dairy Co.
The National Tea Co. Piggly-Wiggly Stores
Beatrice Creamery Co.
The Fairmont Creamery Co.
Kroger Grocery & Baking Co.
Washington Cooperative Egg & Poultry Association

SELF-LOCKING EGG CARTONS

Self-Locking Carton Co. 539 E. Wacker St., Chicago

PHONE SUPERIOR 3627

"THE BOX THAT SELLS THE EGGS"

an UP-TO-DATE PACKAGE IS A POWERFUL SALES ASSET •

Packages designed in the light of present-day conditions are doing the most profitable selling jobs. Especially is this true of the KLEEN KUP for meat products. It implants desire and preference in the minds of the consumer. It builds up a bulwark of confidence and belief that helps resist depressions and competition. Why not put one of these specially designed packages for sausage meat, chili con carne or lard to work for you?



KLEEN KUP

The Package That
Sells Its Contents

Mono Service Co.
NEWARK, NEW JERSEY

For Purchasing Departments

SAUSAGE KNIVES AND PLATES.

Grinder knives and plates for sausage machines which would give long service and avoid frequent stopping and the expense necessary for resharpening is an objective long sought. Believing they had developed steel with the desired qualifications, the Enterprise Manufacturing Co. of Philadelphia, makers of sausage machinery, on Jan. 6, 1931, placed numerous sets of grinder knives and plates on test in several Philadelphia meat plants. After almost eight months of continuous service without resharpening, these knives and plates have revealed no evidence of wear, and it was said after close inspection that several more months of service without the need for resharpening were in them.

"Under average conditions a set of knives and plates can be used for one to two weeks before resharpening," says T. O. Asbury of the Enterprise Manufacturing Co. "The cost to resharpen is from \$1.40 to \$2.00. If a packer or sausagemaker has a variety of plates of different hole sizes his expense for sharpening may be from \$5.00 to \$10.00 per week. The economy of knives and plates of the type under test, therefore, is readily apparent."

"The secret of the long service these new knives and plates are giving lies in the physical properties of the steel used. While grinder plates and knives always have been made from steel of high quality, the inherent characteristics of even the best material available placed in the way of the plate and knife manufacturer difficulties that were serious handicaps in the production of tools with a long life."

It was recognized that knives and plates of very hard steel would reduce grinding costs, but treating to secure extreme hardness also caused the steel to become quite brittle. This brittleness was an objection that offset the advantages that otherwise would result from a hard steel. The liability of knife and plate breakage was increased considerably, and there always was the possibility that the plates would chip around the holes and that the chips would get into the meat being processed. Consequently only that degree of hardness that did not induce a dangerous degree of brittleness in the steel could be used.

The steel being used in the manufacture of these new knives and plates has been produced as a result of several years of study and research. It can be tempered extremely hard without becoming brittle on the cutting edges. The result is a material affected very little by the friction of the knife on the plate, and consequently the cutting edges do not become worn and

dull. The Enterprise Manufacturing Co. says that it has not been determined just how long a knife and plate manufactured out of this new steel will operate without resharpening, but when the cutting surfaces become dull they can be resharpened in the same manner that is employed for resharpening knives and plates of softer steel.

DRYING OUT WET COOLERS.

In many meat plants the outstanding problem of cooler operation is excess moisture on walls and ceilings. This condition is not confined to the older plants. Until comparatively recently the necessity for air circulation in coolers to maintain the best conditions was not generally appreciated. The result is that in some near-modern plants there are coolers in which moisture conditions are bad.

Excess moisture is found principally in coolers refrigerated with pipe coils. This moisture builds up slowly. For the most part it is water evaporated from

product. Having no way of escape from the room, and there not being sufficient air circulation to carry it to the coils where it can deposit as frost, it collects on walls and ceiling.

Excess moisture in coolers creates unsanitary conditions, causes slimy meats, is favorable to the growth of mold, and generally is a source of annoyance and expense.

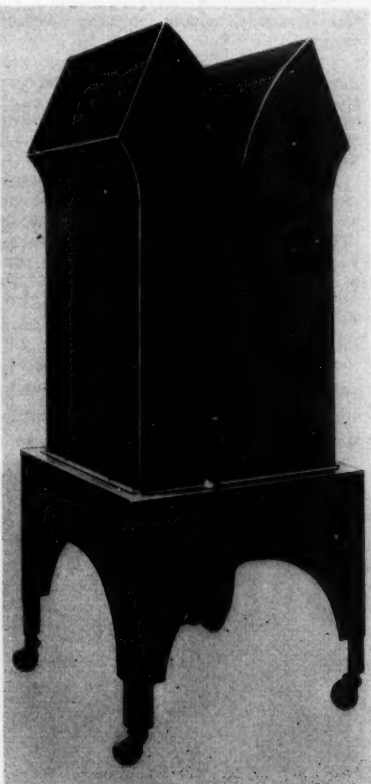
The solution of the wet cooler problem is simple. It consists in providing an air circulation to pick up the water and carry it to the coils. But, for best results, air circulation must be controlled. Drafts and air currents striking meats will cause excessive shrink and discoloration.

The aim should be to move a large volume of air at a slow velocity. Failure to achieve this result has been the outstanding shortcoming of most home-made devices to provide air circulation in coolers, and the more or less unsatisfactory results that have been had with them.

Packers troubled with wet coolers will be interested in a simple air circulating device placed on the market recently. It is shown in the accompanying illustration. It consists of a motor-driven fan in an upright housing which has two outlets at the top through which the air is discharged. These are placed high enough to deliver the air above the product stored in a room, and are large enough to keep down the velocity of the air flow. The fan is operated from the lighting circuit, and the machine is provided with casters so that it easily may be moved from room to room as conditions require.

Tests on this air circulator have been made recently in a number of meat plant coolers where moisture conditions were troublesome. Even in cases where the rooms were so wet that water dripped from the ceiling, drying was accomplished in 24 hours or less. In all cases, it is reported, odors and mold were eliminated and the appearance of the meat in storage was noticeably improved. Little or no shrink is apparent in meat in rooms where the device is used, it is said, and by proper operation a correct balance between temperature and humidity can be maintained.

Another advantage reported from the use of the circulator is a saving in refrigerating cost and a more even temperature in all parts of the room. The circulator is made in three sizes, and is a product of William J. Lohman, Inc., 92 Warren st., New York City.



ELIMINATES EXCESS MOISTURE.

This air circulator consisting of a motor-driven fan in an upright housing with two air outlets, has been designed to provide air circulation in coolers where moisture conditions are bad. In tests it has dried out very wet rooms in 24 hours or less, it is reported. Another claim made for it is that it causes little or no shrinkage in meats. It is provided with casters so that it may be moved from room to room as conditions require.

EYE APPEAL WINS CUSTOMERS.

"Selling Thru Cellophane" is the title of a booklet recently issued by the Du Pont Cellophane Company. It is intended to give a quick picture of the physical characteristics and merchandising advantages of Cellophane, with brief suggestions as to the way these qualities may be utilized. The story of the product, how it is sold, and advice to prospective purchasers are also outlined. The booklet is illustrated with pictures showing its use on products sold over the counters of retail stores.

Refrigeration and Frozen Foods

PRESERVING FRESH FISH.

By Geo. E. Lindahl, vice president Commercial Refrigerator Mfg. Co., Ltd.

For hundreds of years the customary refrigeration for fresh fish was whole or cracked ice. In spite of strides made during the past ten years in mechanical refrigeration, fish still continues to be refrigerated in the old manner.

One reason for this is that the refrigeration industry has attempted to refrigerate fish in the same manner as fresh meats, with the result that de-hydration and discoloration resulted. Others attempted to "overcoil" a refrigerator, operating on a very warm coil to prevent this de-hydration, with the result that the fish became sticky and spoiled rapidly.

Due to these "experiments" of the refrigeration industry the fish dealers look askance at anyone who maintains that fish can be kept better under mechanical refrigeration than it can with ice. They have good cause for this feeling because, up to the present time, every effort to refrigerate fresh fish without using ice has proved a failure.

Would Save on Ice Bills.

Yet, every fish merchant hopes that some day he can be relieved from his enormous ice bills. Many fish merchants have told the writer that their ice bills ran from \$40.00 per month to \$150.00 per month, depending on the extent of their operations. There is no question but that in most instances the cost of the refrigerating equipment per month will not be more than the ice bills.

For over five years the writer has been experimenting with the mechanical refrigeration of fresh whole and sliced fish, and after considerable research and experiment in the field has devised a system of refrigeration that will permit either sliced or whole fish to be kept on display in good condition as to color, flavor and freshness about twice as long as can be done with cracked ice.

This system is based on three things: (a) the control of temperature, (b) the control of humidity, and (c) the condensation and expulsion of gases arising from the fish.

During these experiments it was found that a temperature ranging from 33 deg. F. to 35 deg. F. was ideal, providing the relative humidity was not allowed to vary more than 5%. The ideal relative humidity to prevent condensation and also to prevent de-hydration was found to be from 81-86% relative. The coiling system had to be "blanketed" in such a manner that the

gases rising from the fish could be instantly condensed and run off through the drain.

How to Get Results.

To secure these very definite results we must take into consideration many things. It takes a combination of all of these to produce these very definite results and the elimination of any one will fail to do the work. The various things to be considered are as follows:

- (1) Insulation of cabinet and factor of use.
- (2) Coil area in relation to insulation, use and exposed area.
- (3) Distribution of coils so that an exact temperature can be maintained without excessive convection air currents.
- (4) Distribution of coils so that all entering air must be passed over the surface of the coils before passing over the fish.
- (5) Distribution of coils so that rising gases can quickly be condensed and passed off down the drain.
- (6) Maintenance of very definite coil temperatures within a very definite range.
- (7) Exact size of compressor, condenser and receiver properly to give the correct pressures and ranges in not more than a ten hour operating time plus correct amount of refrigerant used.
- (8) Correct settings on low pressure switch so that a complete defrost can be secured within a two degree range.
- (9) Correct thermostatic expansion valve setting so that this range and pressure can be maintained without the compressor operating excessively or without its short cycling.

Pressures and Ranges.

The proper pressures as well as on and off cycle of the compressor to maintain the correct coil temperature and yet give a complete defrost on a

two degree range was determined through practice. The following pressures and ranges were found to be correct:

Sulphur Dioxide.—Cut out at 2 lbs.; cut in at 8½ lbs.; operate at 3 lbs.

Methyl Chloride.—Cut out at 15 lbs.; cut in at 22 lbs.; operate at 18 lbs.

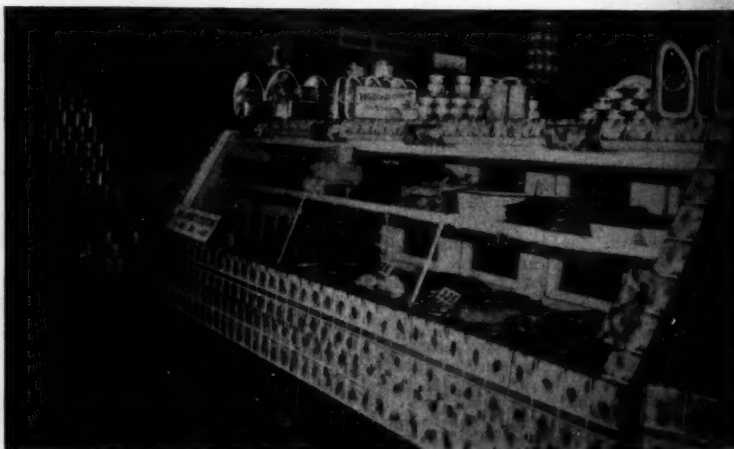
These pressures can only be maintained with the correct size of compressor. If the compressor is too large it will quickly pump down and cut off, and if it is too small continuous operation will result.

The "flooded" system cannot be used, as it cannot be properly distributed, and the direct expansion system is the only one that is practical to use for this particular work, using a regular thermostatic expansion valve with the element charged with butane.

Consideration is also given to surface resistance within the tubing.

These results were secured in a ten-foot 4-inch corkboard insulated display cabinet with 300 lineal feet of tubing distributed throughout the container. Every coil in the cabinet must also show a slight "ice glaze" at the end of every cycle. If every coil is not used to the full extent the result will be excessive operation at these pressures.

This is not something for amateurs to work at. It requires some one who thoroughly understands direct expansion applications and who has a knowledge of humidity, pressure and vapor pressure tables. However, the opening of this new field of fish refrigeration to the industry should certainly be worthy of a thorough study and the keenest attention.



KEEPING FRESH FISH IN THE RETAIL STORE.

It is a matter of proper refrigeration and air circulation. This 12 ft. Dry Cold case, containing 35 varieties of fresh fish sold by a Pacific Coast dealer, is kept at from 33 to 35 deg. Fahr. and the fish is kept in better shape than by the old methods.

"United's Service"
provides
economical and efficient
**COLD STORAGE
ROOMS**



Get our proposal and
specifications on your next job


UNITED CORK COMPANIES
Main
Factory
Lyndhurst, N. J.
Branch Offices in
Principal Cities

Mathieson Ammonia
Anhydrous and Aqua

SODA ASH	CHLORINE PRODUCTS
CAUSTIC SODA	BICARBONATE OF SODA
LIQUID CHLORINE	H T H (HYPOCHLORITE)
BLEACHING POWDER	PURITE (FUSED SODA ASH)

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantee to every Ammonia purchaser utmost value and satisfaction.

The MATHIESON ALKALI WORKS (Inc.)
250 PARK AVENUE, NEW YORK CITY
PHILADELPHIA CHICAGO PROVIDENCE
CHARLOTTE CINCINNATI
Works: NIAGARA FALLS, N. Y. SALTSVILLE, VA.



FROZEN FOODS AT WANAMAKERS

The march of quick-frozen foods into popular favor has reached Wanamakers. This famous New York department store this week installed display cases and storage cabinets at two points in the store, and placed on sale Birdseye quick-frozen packaged meats, seafoods, vegetables and fruits. The first day's sales reports showed quick customer reaction, due to the strong "eye appeal" of these good-looking packaged products.

On the seventh floor, in the house furnishing and kitchenware section, a ten-foot Oreole display case has been placed as an exhibit only. Recipes and general information are given to those who express interest by Mrs. Ruth H. Smith, head dietitian at the Birdseye plant. On the eighth floor, close to the entrance to the restaurant, there is an eight-foot low temperature display case, and it is at this point that sales are made of the quick-frozen products. This section is under the supervision of Mrs. Nada Nichols, dietitian of the Birdseye company.

The meat products include steaks in three thicknesses—three-quarters of an inch, one inch and two inches—all boned and most of the fat removed; small roasts; pork chops, pork loin roasts; veal roasts; veal cutlets; calf's liver; pork sausage meat and linked pork sausage; stewing veal, beef and lamb. All these are packed and wrapped in moisture-proof Cellophane.

In the fish line are shown swordfish steaks, one-pound packages of fillet of sole, halibut, mackerel, salmon, and in 12-oz. cartons oysters and clams in their own liquid. Lobster meat which has already been cooked is also offered in package form.

The vegetables are limited at the start, and include peas, spinach (thoroughly washed), and mushrooms, which are very white and keep excellently.

The fruits include raspberries, strawberries, blackberries and loganberries, thoroughly hulled and clean, and prune plums. The berries are in pint packages.

So far, none of Wanamaker's advertising has included these products:

therefore, only those entering the restaurant on the eighth floor or going to the house-furnishing and kitchenware department are being reached at this time.

The complete Birdseye line of frosted foods now totals more than 80 items, according to vice president Gardner Poole of the Birdseye Packing Co., a subsidiary of General Foods. This line is now being sold daily in over 100 retail food stores in the New England territory, which was the first section in which the merchandising plan was established on a permanent commercial basis.

REFRIGERATION NOTES.

Safford Ice & Storage Co., Safford, Arizona, are spending \$30,000 in additional equipment and plant improvements. Two new brick buildings are being constructed.

Citrus City Growers' Association, Tampa, Fla., is completing plans for an \$80,000 packing plant which will include a complete ice making and cold storage unit.

Wauchula Ice & Canning Co., Wauchula, Fla., has begun operations in that city as a new independent ice manufacturing company.

Georgia Ice Service Co., Savannah, Ga., has filed a petition for incorporation through A. A. Brittain, V. B. Jenkins, jr., and W. W. Douglas, incorporators.

Fire destroyed the ice making plant at Rockmart, Ga., owned by J. C. Simpson and J. Herbert Morgan. Plans for rebuilding are already under way.

Edenton Ice Co., Edenton, N. C., has filed a petition for incorporation, with a capital stock of \$100,000. The incorporators are J. H. Conger, M. H. Dixon and Nellie R. Conger, all of Edenton. The same trio also purchased the ice plant and coal yard, together with all equipment, from the Eastern Carolina Service Corporation.

Capacity of the ice making plant, Hawking County Creamery, Rogersville, Tenn., is to be doubled to provide a capacity of 12 tons per day, according to Arthur Hale, manager of the plant.

Plans for the establishment of a \$35,000 ice making plant at Beaumont, Tex., are now going forward. A site upon which to erect the plant has already been obtained, according to N. J. Hebert, principal backer of the project.

Texas Citrus Fruit Growers' Ex-

change is planning the erection of a packing plant, including ice making and cold storage facilities, at Harlingen, Tex. It is understood that the plant will cost approximately \$60,000.

A new ice plant is being opened for business in the near future at Hillsboro, Tex., at a cost of \$50,000.

Operation of the Arkansas Cold Storage Co., Little Rock, Ark., has been placed under the direction of Z. T. Wood, assistant cashier of the Union Trust Co., Little Rock, who is acting in the capacity of receiver. The plant was enlarged about a year ago. C. E. Rose, head of the business, is being retained as manager of the company.

Smith-Emery Co., San Francisco, Cal., have completed plans for the erection of an ice making plant to cost about \$700,000.

Independent Ice Co., Monroe, La., is planning an addition to its ice making plant at that point.

Boston Ice Co., Dorchester, Mass., is planning alteration and enlargement of its ice making plant.

Great Lakes Fruit Industries, Ludington, Mich., are having plans prepared for the erection of a cold storage plant in the near future.

Board of County Commissions, Amherst, O., is making plans for a refrigerating plant for the tuberculosis sanitarium in that city.

Southern Ice Cream Co., Johnson City, Tenn., is spending \$16,000 on remodeling and enlarging its ice making and refrigeration plant.

Ozark Produce & Ice Co., Mammoth Springs, Ark., has been incorporated by Raymond Roddy and W. H. Holmes.

Pure Coal & Ice Co., Perth Amboy, N. J., has been incorporated with a capital stock of \$100,000.

Pike Street Ice Co., Youngstown, O., has been incorporated with a capital stock of \$50,000 by A. P. Daugherty, H. A. Beil, and Wm. H. Straus.

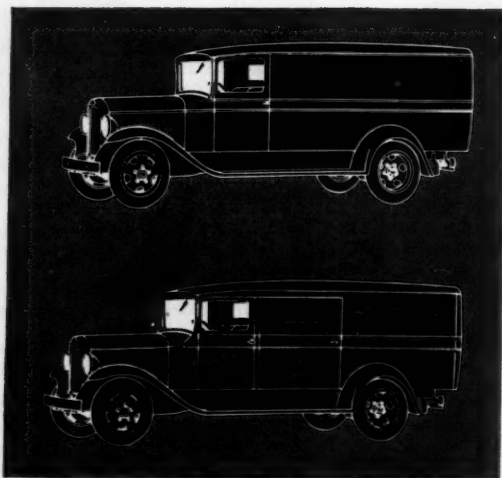
Independent Ice Co., Waco, Tex., has completed construction of a 15-ton capacity ice making plant.

NEW TEXAS FREEZING PLANT.

Plans are being made to erect a quick freezing plant in Harlingen, Tex., by the Frozen Juice Corp. It will be equipped to freeze orange and grapefruit juice, grapefruit hearts, tomato juice and sauerkraut juice. The capacity will be 3,000 gallons daily. The company is headed by B. F. Pitman.

Biggest, Strongest, Longest Lasting

*truck in the
lowest price class*



Comparative specifications prove the new SPEED WAGON is bigger, has stronger parts, more bearings, better lubrication and finer materials, proving in advance its longer life! As a matter of record, no other truck costing up to *double* the SPEED WAGON price has equal specifications!

Reo-made bodies, suiting the haulage requirements of the Food Industries, are engineered to the chassis, matched and mounted at the Reo factory. For further information call your Reo dealer, or write

REO MOTOR CAR COMPANY, LANSING · TORONTO

1. Heavy full floating rear axle designed for dualing.

2. Dual wheel equipment at slight extra cost.

3. Heavy 7" channeled frame.

4. 4-speeds forward transmission.

5. Big truck engines—4 or 6 cylinder.

6. Chrome nickel cylinders—wearing 7 times longer than grey iron.

7. Maximum piston displacements—265 inches in the 4 cyl-

inder, 214.7 inches in the 6 cylinder.

8. Heavy steering spindles.

9. Full pressure lubrication—even to piston pins.

10. Five bearing crankshaft in the 4 cylinder; Seven bearing in the 6 cylinder.

11. More loading space on frame back of cab.

12. Weatherproof hydraulic brakes.

13. Heavy Duty Spoksteel wheels.

THE NEW $\frac{1}{2}$ TON

REO'S 625

Four-cylinder \$625, Six-cylinder \$725
Chassis f. o. b. Lansing, Michigan
Dual Wheels \$25 Extra



FREE—celluloid truck slide rule
—a valuable aid in transportation work. Write factory direct.

Provision and Lard Markets

WEEKLY REVIEW

Market Active—Some New Lard Lows—Hogs Cheapest Since 1908—Cash Demand Reported Good—German Financial Situation Continues to Hamper Trade—Hog Run Fair—Lard Stocks Expected to Decrease Sharply.

New lows in lard and hogs featured the market in hog product the past week. The average hog price at Chicago sagged to 5.50c, the lowest level since 1908. The lard market was under pressure from liquidation, commission houses and shorts, and the later months established some new season's lows.

Towards the middle of the week a more mixed feeling developed, and with packing interests and warehousemen absorbing the lard selling, a rally set in. The bulge in the market brought with it considerably more favorable news for the immediate future. There were claims that the bulk of the selling of lard of late had been for shorts, and the market displayed signs of having developed an oversold condition.

Reports from packers were to the effect that domestic cash lard trade was very good and export demand fair. It was stated that the German financial conditions continued to hamper export trade somewhat. From these same quarters it was said that lard stocks were being reduced at a rate of about 1,000,000 lbs. per day, and that the stocks in Chicago the last half of August would decrease some 10,000,000 to 15,000,000 lbs.

At the same time there was considerable complaint of an unusual percentage of under weight hogs in the arrivals. These, it was feared, would make for more or less undesirable products. The receipts of hogs at the leading western packing points the past week totaled 351,000, compared with 384,000 the previous week and 377,000 the same week last year.

Hog Prices Again Down.

The average price of hogs at Chicago at the beginning of the week was 5.50c compared with 6.15c a week ago, 9.80c a year ago and 10.50c two years ago. The average weight of hogs received at Chicago was 258 lbs., against 257 lbs. the previous week, 259 lbs. a year ago and 257 lbs. two years ago.

According to some packing interests, trade in fresh pork was slow in most of the principal markets, while smoked meats, although in fairly good seasonal demand, showed some slowness compared with a week earlier. Light supplies of veal and lamb proved more than ample for the rather quiet demand,

and prices worked lower. Beef and live cattle supplies were well taken, prices working upward, with cattle advancing the most.

The hog level continued at a favorable feeding differential with corn and other feedstuffs. The Farm Board members were inclined to emphasize the fact that hog production in this country appears to be on the verge of a marked expansion. An abundant supply of feed grains and the low prices of feedstuffs are said to be the principal factors responsible for the marked increase in the hog production now getting under way.

It was said that western farmers have been quick to grasp the opportunity of marketing part of their wheat through hogs. Scarcity of breeding stock has been about the only factor preventing even greater expansion of hog production in the western sections. There was some tendency to point out

that there is danger that the expansion in the swine industry may be greatly overdone.

Exports Continue Low.

The official exports of lard for the week ended August 15, were 6,548,000 lbs. compared with 8,390,000 lbs. the same week last year. Exports of lard January 1 to August 15, have been 363,664,000 lbs., compared with 445,433,000 lbs. the same time a year ago. Exports of hams and shoulders, including Wiltshires, for the week were 988,000 lbs., against 1,673,000 lbs. last year; bacon, including Cumberlands, 1,292,000 lbs., against 1,698,000 lbs. a year ago; pickled pork, 678,000 lbs., against 244,000 lbs. a year ago.

PORK—Demand was rather moderate and the market easier. Mess at New York was quoted at \$21.00; family, \$26.00; fat backs, \$16.50@17.50.

LARD—The market was barely steady with futures, but cash lard demand was rather good. At New York, prime western was quoted at \$7.60@7.70; middle western, \$7.30@7.40; New York City tierces, 7@7½c; tubs, 7½c; refined continent, 8½c; South America,

Good Hogs Cut Out Satisfactorily

Good grade butcher hogs continue in light supply and such grades are showing a good cutting value at present prices. While hog runs during the first four days of the current week were larger than those of a week ago at the eleven principal markets and nearly as large as in the same period a year ago, the bulk of the supply showed little quality.

At Chicago a limited percentage of the hogs received were in the good butcher grades, lightweights showing considerable increase and many of these lacking finish.

Fresh pork cuts were in good demand and loin prices were strong. Demand was good for loins of all weights, with the highest premium placed on light loins due in part to the limited quantity of good quality product.

With the early approach of the cooler months and the passing of the low point of summer experienced in nearly all business lines, some increase in demand for meats and meat products can be expected. At the same time the period of accumulation may come to the packing industry earlier this year because of the need of many farmers to realize on their hog crop as soon as possible and their hope of marketing ahead of the fall price break. At the same time the fact should not be lost sight of that there are huge feed crops and that just as much of this feed will be marketed in the form of hogs and other livestock as possible.

The following test, worked out on the basis of live hog costs and product prices at Chicago during the first four days of the current week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE shows satisfactory cut-out values for all but the heaviest grade of butchers.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.66	\$1.50	\$1.44	\$1.34
Picnics .....	.68	.62	.47	.32
Boston butts .....	.66	.56	.56	.56
Pork loins	2.09	1.97	1.56	1.27
Bellies, light	1.15	1.06	.71	.23
Bellies, heavy .....	.....	.....	.22	.33
Fat backs .....	.97	.97	.19	.26
Plates and jowls .....	.07	.06	.12	.14
Raw leaf .....	.14	.15	.15	.15
P. S. lard, rend. wt. ....	.89	.96	.84	.78
Spare ribs .....	.69	.11	.12	.12
Regular trimmings .....	.11	.13	.14	.14
Rough feet .....	.06	.06	.06	.06
Tails .....	.01	.01	.01	.01
Neck bones .....	.02	.03	.02	.02
Total cutting value (per 100 lbs. live wt.)	\$7.40	\$7.21	\$6.58	\$5.89
Total cutting yield	64.70%	67.45%	69.50%	70.50%
Crediting edible and inedible offal to the above total cutting values and deducting from these sums the cost of live hogs plus all expenses, the following results are shown:				
Profit per cwt.	\$.51	\$.29	.....	.....
Profit per hog .....	.67	.68	.....	.....
Loss per cwt. ....	.....	.....	\$ .22	\$.40
Loss per hog .....	.....	.....	.52	1.15

Automatic TEMPERATURE CONTROL

FOR Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

40 Years of Specialization in Temperature Control
2725 Greenview Ave., Chicago—231 E. 46th St., New York
ALSO 41 OTHER CITIES

The POWERS REGULATOR CO.

8½c; Brazil kegs, 9½c; compound, car lots, 8½c; smaller lots, 9c.

At Chicago, regular lard in round lots was quoted at 2½c over September; loose lard, 25c under September; leaf lard, 17½c over September.

BEEF—The market ruled quiet and more or less nominal in the East. At New York, packet and mess were nominal; family, \$12.00@13.50; extra India mess, nominal; No. 1 canned corned beef, \$2.25; No. 2, \$4.75; 6 lbs. South America, \$16.00; pickled tongues, \$60.00 @65.00 per barrel.

See page 41 for later markets.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended Aug. 22, 1931, amounted to 6,816 metric tons, compared with 7,240 metric tons last week, and 5,758 metric tons during the corresponding week of last year.

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston week ended August 22, 1931, with comparisons:

West. drsd. meats:	Week ended Aug. 22, 1931.	Prev. week, 1930.	Cor. week, 1930.
Steers, carcasses	2,745	2,506	2,495
Cows, carcasses	1,396	1,265	1,005
Bulls, carcasses	59	23	21
Veals, carcasses	1,069	704	1,126
Lambs, carcasses	20,944	16,702	17,099
Mutton, carcasses	1,391	1,034	915
Pork, lbs.	282,221	239,745	435,264

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended August 22, 1931, with comparisons:

West. drsd. meats:	Week ended Aug. 22, 1931.	Prev. week, 1930.	Cor. week, 1930.
Steers, carcasses	8,561	6,820	9,820
Cows, carcasses	612	615	428
Bulls, carcasses	301	238	197
Veals, carcasses	8,976	6,891	8,051
Lambs, carcasses	26,017	26,056	24,524
Mutton, carcasses	3,105	2,643	1,613
Beef cuts, lbs.	434,481	451,575	408,761
Pork, lbs.	1,377,475	1,079,043	1,085,458

Local slaughters:

Cattle	9,471	9,523	8,725
Calves	15,846	14,844	14,851
Hogs	36,198	32,255	36,979
Sheep	87,545	87,021	83,399

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended August 22, 1931:

West. drsd. meats:	Week ended Aug. 22, 1931.	Prev. week, 1930.	Cor. week, 1930.
Steers, carcasses	2,300	2,338	2,877
Cows, carcasses	836	700	727
Bulls, carcasses	462	343	261
Veals, carcasses	1,007	811	1,363
Lambs, carcasses	11,583	8,639	10,787
Mutton, carcasses	1,206	941	703
Pork, lbs.	303,120	310,636	341,050

Local slaughters:

Cattle	1,835	2,084	1,897
Calves	2,567	3,173	2,623
Hogs	12,116	10,529	12,728
Sheep	8,657	8,876	8,275

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended August 22, 1931:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended Aug. 22, 1931.	Aug. 23, 1931.	Aug. 17, 1931.	Aug. 22, 1930.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	765	1,245	988	88,906
To Belgium	724	1,050	917	49,144
United Kingdom	724	1,050	917	49,144
Other Europe	8	10	8	2,300
Cuba	33	105	2	5,917
Other countries	8	10	8	2,300

BACON, INCLUDING CUMBERLANDS.

	Week ended Aug. 22, 1931.	Aug. 23, 1931.	Aug. 17, 1931.	Aug. 22, 1930.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	495	1,979	1,292	27,411
To Germany	338	1,054	1,054	15,112
United Kingdom	338	1,054	1,054	15,112
Other Europe	96	10	88	6,179
Cuba	61	108	66	2,431
Other countries	61	108	66	2,431

LARD.

	Week ended Aug. 22, 1931.	Aug. 23, 1931.	Aug. 17, 1931.	Aug. 22, 1930.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	3,837	11,158	6,548	248,114
To Germany	3,220	2,675	4,298	176,927
Netherlands	3,220	2,675	4,298	176,927
United Kingdom	3,220	2,675	4,298	176,927
Other Europe	323	933	693	30,147
Cuba	294	607	18	89,901
Other countries	294	607	18	89,901

PICKLED PORK.

	Week ended Aug. 22, 1931.	Aug. 23, 1931.	Aug. 17, 1931.	Aug. 22, 1930.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	305	134	678	19,605
To United Kingdom	95	20	19	1,227
Other Europe	207	30	122	2,415
Canada	3	36	518	6,913
Other countries	3	36	518	6,913

TOTAL EXPORTS BY PORTS.

	Week ended Aug. 22, 1931.	Aug. 23, 1931.	Aug. 17, 1931.	Aug. 22, 1930.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	765	495	3,837	248,114
Boston	765	495	3,837	248,114
Detroit	765	495	3,837	248,114
Port Huron	765	495	3,837	248,114
Key West	765	495	3,837	248,114
New Orleans	765	495	3,837	248,114
New York	765	495	3,837	248,114

(c) Report not received.

DESTINATION OF EXPORTS.

	Week ended Aug. 22, 1931.	Aug. 23, 1931.	Aug. 17, 1931.	Aug. 22, 1930.
	M lbs.	M lbs.	M lbs.	M lbs.
Exported to:				
United Kingdom (total)	724	1,050	917	49,144
Liverpool	724	1,050	917	49,144
London	724	1,050	917	49,144
Manchester	724	1,050	917	49,144
Glasgow	724	1,050	917	49,144
Other United Kingdom	724	1,050	917	49,144
Exported to:				
Germany (total)	338	1,054	1,054	15,112
Hamburg	338	1,054	1,054	15,112
Other Germany	338	1,054	1,054	15,112

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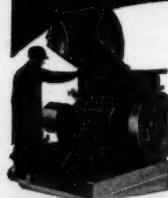
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Beef Cracklings, Ground Meat Scrap, Fertilizers
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40 North Market St. Boston, Mass.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—There was no particular change in the tallow situation the past week, and no undue developments in the market. Operations were on a small scale, both sides showing a tendency to await developments. What trading passed was of small volume, and the price level showed no change, a little extra selling at 2½c f.o.b. or the low level of the downward movement.

Buyers were not anxious for supplies, and this gave the market a barely steady appearance. Producers were not pressing offerings as freely as of late, although some stuff appeared to be a sale at the previous sales prices. It was stated that producers were now paying butchers ¾c lb. for scrap.

There was little or nothing new in the competing markets, while the major commodities, after showing further weakness, recovered somewhat, but not sufficiently to have any marked influence on tallow.

At New York, special loose was quoted at 2½c; extra, 2½c; edible, 3¼c nominal.

At Chicago, the tallow market was rather dull, with offerings moderate. Inquiries were slow and trade featureless. At Chicago, edible was quoted at 4½c; fancy, 3½c; prime packer, 3½c; No. 1, 2½c; No. 2, 2½c.

There was no tallow auction at London this week. At London, Argentine good tallow, August-September shipment, was 1½d higher for the week at 17s 7½d. Australian good mixed at London, August-September shipment, was 6d lower at 20s.

STEARINE—The market in the East was very quiet and barely steady. Oleo was quoted at 8½c. At Chicago, the market was rather slow and about steady, with oleo quoted at 7½c.

OLEO OIL—A rather quiet trade featured the market at New York, but the price was firm. Extra oleo was quoted at 6½c; medium, 5½c; lower grades, 5½c. At Chicago, demand was reported moderate and the market steady. Extra was quoted at 6c.

See page 41 for later markets.

LARD OIL—Trade was rather quiet and hand-to-mouth, and the market at New York was about steady. Edible was quoted at 12½c; extra winter, 9c; extra, 8½c; extra No. 1, 8c; No. 1, 7½c; No. 2, 7½c.

NEATSFOOT OIL—Demand continued small and hand-to-mouth, but the market was notably unchanged. Pure at New York was quoted at 10½c; extra, 8½c; No. 1, 8c; cold test, 14½c.

GREASES—The position of the grease market at New York showed little change the past week. With a lack of improvement in tallow or other competing directions, and with demand for greases rather moderate, the market about held its own. However, there were indications of a slightly firmer tone in spots, particularly in yellow greases. Consumers, however, were only moderate buyers, while producers' offerings were fair. Buyers and sellers were slightly apart in their ideas.

Choice white grease appeared to be in rather limited demand.

At New York, superior house was quoted at 2¼c; yellow, 2¼c; house, 2¼c; A white, 2½c; B white, 2½c; choice white, 3¼c nominal.

At Chicago, a fair scattered demand continued for choice white grease at about the market, but trade was slow on medium and low grade stuff. At Chicago, edible was quoted at 4½c; fancy, 3½c; prime packer, 3½c; No. 1, 2½c; No. 2, 2½c.

By-Products Markets

Chicago, Aug. 27, 1931.

Blood.

The market steady. Price is quoted nominally at \$1.50 Chicago, \$1.75 Missouri river points.

Unit Ammonia.
Ground and unground.....\$1.50@1.75

Digester Feed Tankage Materials.

Situation remains very quiet. Little activity is evident. Prices are nominal.

Unit Ammonia.
Unground, 11½ to 12% ammonia.....\$1.50@1.75 & 10c
Unground, 6 to 8% ammonia.....@1.35 & 10c
Liquid stick.....1.25@1.35
Steam bone meal, special feeding.....25.00
per ton.....25.00

Packinghouse Feeds.

Product movement seasonable and prices are steady.

Per Ton.
Digester tankage, meat meal.....\$ @30.00
Meat and bone scraps, 50%.....@30.00

Fertilizer Materials.

Sales were made again this week at \$1.25 & 10c.

Unit Ammonia.
High grd. ground, 10@12c am.....\$1.25@1.50 & 10c
Low grd. and ungrd., 6-8% am.....@1.25 & 10c
Bone tankage, ungrd., low grd.,
per ton.....@14.00
Hoof meal.....@1.25

Dry Rendered Tankage.

Offerings are small. Inquiry continues nominal.

Hard pressed and exp. unground, per unit protein.....\$.35@.40
Soft prod. pork, ac. grease & quality, ton.....@25.00
Soft prod. beef, ac. grease & quality, ton.....@20.00

Bone Meals (Fertilizer Grades).

Market continues showing greater activity. Offerings are nominal.

Raw bone meal for feeding.....\$20.00@25.00
Steam ground, 3 & 50.....@17.00
Steam, unground, 3 & 50.....@14.00

Horns, Bones and Hoofs.

Per Ton.
Horns, according to grade.....\$30.00@180.00
Mfg. shin bones.....@55.00@110.00
Cattle hoofs.....16.00@18.00
Junk bones.....@15.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Gelatine and Glue Stocks.

The market continued very quiet. Transactions are few, prices are unchanged.

Per Ton.
Kip stock.....\$24.00@26.00
Calf stock.....28.00@40.00
Hide trimmings (old style).....18.00@20.00
Hide trimmings (new style).....16.00@18.00
Horn piths.....@25.00
Cattle jaws, skulls and knuckles.....24.00@25.00
Sinews, plies.....@25.00
Pig spin scraps and trim., per lb... 2 @2½c

Animal Hair.

Animal hair market continues nominal, with practically no activity.

Summer coil and field dried.....1¼ @ 1¼c
Processed, black winter, per lb.....@ 5¼c
Processed, grey, winter, per lb.....4¼ @ 4¼c
Cattle switched, each.....1¼ @ 1¼c

*According to count.

TRADE GLEANINGS

Bay City Packing Co., Inc., Bay City, Mich., has been incorporated with a capital stock of \$100,000.

Community Meat Markets, Inc., Chicago, have increased their capital stock from \$40,000 to \$190,000.

Plant of Schonwaller Tallow Co., Woodruff Lane, Elizabeth, N. J., was damaged by fire to the extent of \$50,000 on Aug. 21.

Kansas City Packing Co., Laredo, Tex., is said to be planning a packing plant in Northern Mexico, possibly at Nuevo Laredo, according to a Mexican news report.

National Sausage Co., 2331-36 Blue Island ave., Chicago, is planning the erection of a new two-story, 71x100 ft., concrete structure, with a white enamel brick interior.

Plans for financing and building a community slaughter house at Logan, Utah, are taking definite form. Estimates call for the expenditure on the project of about \$10,000.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Aug. 26, 1931.

Stocks of ground dried blood are accumulating and this material can now be bought at \$1.60 per unit and possibly even cheaper.

Tankage, both ground and unground, is being offered at continued lower prices and sales of low grade tankage have been made as low as \$1.00 per unit of ammonia and 10c per unit of B.P.L. f.o.b. nearby shipping point. The demand is very limited and fertilizer manufacturers are buying with extreme caution.

There has been no change in the nitrate of soda situation but sulphate of ammonia is being offered at \$20.50 in bulk and \$22.00 in bags, c.i.f. Atlantic ports for shipment from Europe in 500/1000 ton lots.

There is a very small demand for cracklings and buyers' views are under present quotations.

THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

Is Cotton Oil in Danger? What Does Cotton Crop Reduction Mean to Products Industry?

By Earl S. Haines, Executive Secretary, National Cottonseed Products Association.

What will become of the cotton growers' valuable markets for cottonseed oil and meal if no cotton crop is grown in 1932, as proposed by the New Orleans conference?

The loss of a crop of cotton lint necessarily means the loss for one year of the South's leading seed crop, which during the past five years averaged over 6,500,000 tons or 452,000,000 bushels annually.

Its total value to the Southern farmer has averaged about \$200,000,000. Furthermore, cottonseed's proportion of the revenue from the total cotton crop has been steadily increasing in recent years. During the last two years for which government figures are available cottonseed's percentage of total farm revenue from the cotton crop has increased over the lint proportion 14.6 per cent as compared with the five previous years, 1923 to 1927 inclusive.

And there are many who believe that the potentialities of cottonseed—the world's richest seed—are such that the cotton plant will some day be grown for the seed rather than the lint.

Vegetable Oils in Danger.

In the case of cotton there are no impending domestic substitutes. There may be some danger from increased production abroad, but the cotton surplus will pretty well maintain and hold the American markets for lint.

With respect to cottonseed oil and meal the situation is altogether different. The big dangers here are the large surpluses of several domestic substitutes.

The cornbelt farmer's hog lard and imported oils and fats would welcome an opportunity to take over the markets the cottonseed products industry now enjoys for its billion and one quarter pounds of cottonseed oil shortening. Should these markets all over the United States, which have been developed at such a vast outlay of advertising and enterprise, be abandoned with no assurance that they could be

restored within several years? Cottonseed oil products account for one-half of the ultimate market outlet for cottonseed.

Wheat middlings, corn gluten meal, linseed meal and other Northern feed-stuffs would immediately capture the markets abandoned by cottonseed meal, which is now so widely distributed both



WARNS COTTONSEED INTERESTS.

Earl S. Haines, Executive Secretary of the National Cottonseed Products Association, asks the South if it wants to give up Northern markets.

North and South—four and one-half billion pounds annually. Cottonseed meal today is the most universal protein in the feed lots of America. Should these markets be surrendered for a year and possibly not regained for several years?

Moreover, serious consideration should be given to the effect of the loss of this great protein product of the cotton crop on the Southern livestock industry and on the progress of the important movement for diversified farming. Are not livestock and cottonseed meal the very foundation of a diversified program for Southern agriculture?

It is doubtful if those who presume to represent the economic welfare of the cotton growers can justify the surrender of the Southern farmers markets for the cottonseed meal and oil to the immediate advantage of their Northern neighbors?

SEEKS MARGARINE DECISION.

A case raising the question of the constitutionality of the federal tax on oleomargarine was filed with the Supreme Court of the United States on August 10. The Ed. S. Vail Butterine Co. is seeking a review of the decision of the Circuit Court of Appeals of the seventh circuit, holding that the oleomargarine tax was improperly levied against it.

In the petition for a writ of certiorari filed with the court for the com-

pany it is claimed that the classification made by the tax law is based upon whether the color of a food product is natural or artificial. This classification, it is urged, is arbitrary, unreasonable, constitutes class legislation, and is therefore invalid.

The lower courts denied the petitioner's claim for a refund of the tax of 10c lb. paid on all artificially-colored margarine manufactured and sold and a tax of ¼c lb. on oleomargarine free from artificial coloring.

It is further alleged that the levy constitutes a penalty or punishment, and that the law, under the guise of a revenue law, is a regulation of an industry entirely under state control.

The circuit court of appeals upheld the tax, it is explained, on the ground of the decision in 1904 of the Supreme Court in the case of McCray vs. United States (195 U. S. 27), in which it was held that oleomargarine made yellow by the presence of artificially colored butter was properly made subject to the tax on oleomargarine.

The decision in the McCray case is claimed to have been handed down "at a time immediately after the passage of the act when its effect was not apparent nor could it have been anticipated, and the importance of the principles of the decision realized and which principles have in other decisions relating to similar subjects received a construction contrary to the holding in that case."

OPPOSE MARGARINE TAX.

Oleomargarine makers in Wisconsin are planning injunction proceedings to prevent the new Wisconsin oleomargarine licensing law from becoming effective next month. The new law, which imposes heavy license fees on all who manufacture, sell or serve the butter substitute, is to go into effect September 5, but now a court test of the law looms on the horizon before it can be put into operation.

The oleomargarine licensing act was passed several months ago at the last session of the legislature after years of agitation to curb the sale of butter substitutes in Wisconsin as an aid to the State dairy industry. It is estimated that 4,000 retailers have been selling about 25,000,000 pounds of oleomargarine yearly in Wisconsin.

The Northeastern Wisconsin Grocers' Association, which held its quarterly meeting at Oshkosh on Aug. 20, indicated that its members are opposed to the tax.

WHALE OIL IMPORTS.

Whale oil imports for Norway during the second quarter of 1931 totaled 5,945,000 gallons, valued at \$1,931,840, according to the U. S. Department of Commerce.

HULL OIL MARKETS.

Hull, England, Aug. 26, 1931.—(By Cable)—Refined cottonseed oils, 20s 3d; Egyptian crude cottonseed oil, 18s.

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderate—Market Barely Steady
—Cash Demand Routine—Crude
Quiet—Lard Easier—Cotton Crop
Weather Less Favorable.

The feature in cottonseed oil trading on the New York Produce Exchange the past week was a turnover of moderate size and a slump to within striking distance of the season's low point. Liquidation in September and October continued, but August went off the Board quietly. Commission house and Pacific Coast longs in September either sold outright or transferred their interest to March, and intimations came from commission house quarters that the September open interest had been cut down materially.

Wire house brokers were on both sides of the market, while the locals pressed the decline at times. The latter element took profits on small breaks and showed a disposition to keep close to shore. Most of the new interest was going as far away as possible and into the March delivery.

There was little or no hedge selling against seed or crude, and the fact that little or no pressure of the new crop has materialized as yet was not surprising. Close observers contend that until the Fall demands are taken care of and the many holes filled up, pressure on futures will remain insignificant. However, there was some selling of oil in New York. This appeared to have come from the South, but on the other hand, there was also buying of March from that quarter as well.

Cash Oil Trade Slow.

The downward tendency in oil was checked somewhat by unfavorable weather conditions in the South. There were more weevil activity reports, but these were materially offset by irregular movements in cotton and new lows in lard. The lard market subsequently

rallied because of reports that considerable numbers of under-weight hogs are coming to market and on expectations that the lard stocks the last half of August would decrease some 10,000,000 to 15,000,000 lbs.

Cash lard demand was reported good, but cash oil demand was more or less routine. The slow oil demand was probably due to the fact that consumers have been impressed by the large crop talk and the liberal carryover, together with the fact that the speculative element, as yet, has not been inclined to take hold of oil in volume at the low prices. There are persistent reports that packers need nearby oil, but this does not show up in the crude demand. There were indications the past week that packers are taking hold of some nearby futures, presumably with the idea of taking delivery.

In the South, the crude markets were reported quiet. Southeast September crude oil was a shade easier at 4@4½c, while Texas crude was reported

around 4c. Little or nothing was heard of developments in the seed market, but as yet the movement has been small. The Government report on ginnings to August 16 tended to confirm a late crop. These amounted to only 90,414 bales, compared with 572,810 bales, at this time last year, and 304,771 bales, two years ago. In Texas, ginnings were 73,402 bales, against 466,036 bales last year; in Georgia, 10,878 bales, compared with 53,752 bales a year ago.

Market Sentiment Bearish.

There was no betterment of the situation in tallow, foreign oils or greases. As a result of the general situation surrounding the market for cottonoil, sentiment continued more or less bearish in anticipation that new crop pressure ultimately will bring about still lower levels.

The weekly weather report stated that the week was generally cool in the cotton belt, especially in North Texas, with considerable rainfall from the Mississippi Valley eastward. In general the weather was unfavorable for the crop.

COCOANUT OIL—Inactivity featured the market the past week, both here and in the West. Prices ruled barely steady and offerings continued fair. Lack of improvement in tallow was somewhat against the market. At New York, tanks were quoted at 3@3½c; Pacific Coast tanks, 3½c.

CORN OIL—Demand was noticeably quieter the past week, and the market was barely steady. Last sales were at 5½c buyers' tanks, and the market was quoted at 5@5½c f.o.b. mills.

SOYA BEAN OIL—Interest was rather limited, and the market was easier. Offerings were a little freer, with prices quoted at 5½c f.o.b. western mills.

PALM OIL—There was no pressure from the primary markets, but on the other hand, there was no particular inquiry from consumers. Soapers were marking time awaiting developments, especially in tallow. At New York, spot Nigre was quoted at 4½c; shipment Lagos, 3½c; spot Lagos, 4½c; shipment Lagos, 4@4½c; 12½ per cent acid oil for shipment, 4½c.

PALM KERNEL OIL—More or less

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Aug. 27, 1931.—New Orleans cotton oil contracts are 20 to 35 points higher than a week ago. September crude is unchanged at 4@4½c f.o.b. mills, with negligible offerings due to late crop, slow ginnings and many farmers hauling seed back to their farms in the expectation of higher bids later. Widespread effort to decrease cotton acreage may influence prices as season progresses. Spot bleachable offerings scarce.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Aug. 27, 1931.—Crude cottonseed oil and hulls nominal; forty-one per cent protein cottonseed meal, \$15.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Aug. 27, 1931.—Prime cottonseed oil, 4@4½c; three per cent meal, \$16.00; hulls, \$6.00.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

nominal conditions ruled in this quarter, with the demand slow. At New York, shipment tanks were quoted at 4.05@4.10c; bulk oil, 3.90c.

OLIVE OIL FOOTS—There was more inquiry in this quarter from consumers, and sufficient demand to make for firmness in the spot position which was quoted at 4½@5c New York. Shipment foets were quoted at 4½c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand at New York for store oil was moderate, but spot supplies are small and steadily held with the expectations of packer inquiry in the near future. Southeast September crude was quoted at 4@4½c. Market transactions at New York were as follows:

Friday, August 21, 1931.

Spot	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot				595 a	....
Aug.				595 a	....
Sept.	2	532	530	527 a	536
Oct.				527 a	532
Nov.				500 a	530
Dec.				510 a	520
Jan.	1	516	516	519 a	522
Mar.				532 a	534

Sales, including switches, 3 contracts. Southeast crude nominal.

Saturday, August 22, 1931.

Spot				550 a	....
Aug.				550 a	....
Sept.				530 a	535
Oct.	2	521	520	520 a	521
Nov.				500 a	525
Dec.				505 a	520
Jan.				515 a	520
Mar.				530 a	534

Sales, including switches, 2 contracts. Southeast crude nominal.

Monday, August 24, 1931.

Spot				560 bid	
Aug.				550 bid	
Sept.	16	530	530	535 a	550
Oct.	2	523	523	531 a	550
Nov.				510 a	535
Dec.				505 a	520
Jan.				512 a	525
Mar.	15	535	530	532 a	535

Sales, including switches, 33 contracts. Southeast crude nominal.

Tuesday, August 25, 1931.

Spot				525 bid	
Aug.				525 bid	
Sept.	11	530	520	520 a	530
Oct.	2	520	520	520 a	530
Nov.				510 a	530
Dec.				505 a	514
Jan.	2	508	507	512 a	516
Mar.	14	530	521	520 a	528

Sales, including switches, 29 contracts. Southeast crude nominal.

Wednesday, August 26, 1931.

Spot				530 bid	
Aug.				530 bid	
Sept.				530 a	550
Oct.				530 a	540
Nov.				510 a	530
Dec.				511 a	525
Jan.	1	523	523	523 a	525
Mar.	1	529	529	530 a	534

Sales, including switches, 2 contracts. Southeast crude nominal.

Thursday, August 27, 1931.

Spot				540 a	....
Sept.				540 a	542
Oct.				533 a	540
Nov.				510 a	535
Dec.				510 a	525
Jan.				520 a	530
Mar.				529 a	538

See page 41 for later markets.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Aug. 26, 1931.

A stiff reaction was brought about in the cottonseed meal market today, very largely in sympathy with the advancing prices in the grain and cotton markets. On the opening call the market appeared to be weak. Offerings were practically at the close of yesterday. As the day wore on, sellers became very scarce. The apparent anxiety of shorts to cover was sufficient to advance the price 75c per ton. Very little trading took place until just before the close when September sold at \$15.00 and December at \$15.50 per ton. All of this was in the face of the fact that actual meal sold at the lowest prices yet registered on the decline yesterday afternoon.

There is some uneasiness on account of reports of weevils in some parts of the territory. Scattered showers this morning were also unfavorable to the cotton crop. The demand for actual meal continues dull with mills endeavoring to liquidate their holdings.

Cottonseed market was rather inactive. Prices were advanced slightly in sympathy with cottonseed meal, but on the whole trading was featureless, and the market appears to be in a waiting position. Interested parties were unwilling to take a position prior to the movement of seed in the central belt.

STEEL TANKS FOR COTTON SEED.

Steel tanks, similar to bulk oil storage tanks in appearance, recently have come into use in the South for the storage of cotton seed. Two of these, with a combined capacity of 3,000 tons, are in use at the plant of the Mississippi Cottonseed Products Co., Greenville, Miss. Similar tanks also have been built by this company at its Greenwood, Miss., mill. Another installation, it is understood, has been made at Memphis, Tenn., for the Procter and Gamble Co.

This new structural design is described as more economical to build and more pleasing to the eye than the conventional type of seed storage house. Cottonseed becomes hot in storage and is subject to spontaneous combustion therefore adequate facilities for ventilation are necessary regardless of the type of structure in which the seed is stored. Ventilation of a round tank is more easily accomplished, it is said, and roof construction is simplified, inasmuch as roof supports cannot be used due to the tendency of seed to pack and settle.

Other advantages are claimed for this type of storage. Among these are a reduction of the fire hazard and a saving in insurance cost. Ground space is also used to good advantage. The tanks are built with concrete floors and self-supporting roofs.

MAY HAVE TOO MANY HOGS.

"There is danger that expansion in the swine industry will be greatly overdone, especially in the Western areas where feed supplies are not always dependable and transportation costs are high," C. B. Denman, livestock member of the Federal Farm Board, said recently in addressing the National Swine Growers' Association at its annual meeting in Springfield, Ill. "An abundant supply and the present price of feed grains are the principal factors responsible for the marked increase in hog production now getting under way," he added.

"The June pig survey made by the U. S. Department of Agriculture indicated the 1931 spring pig crop for the United States as a whole to be 2.5 per cent greater than that of 1930; the Western states showing an increase of over 15 per cent," Mr. Denman pointed out. "Likewise, reports on the number of sows bred or to be bred for farrowing this fall pointed to an increase of 37 per cent for the country as a whole and over sixty per cent for the Western states compared to a year ago. On the basis of comparisons of intentions to breed and fall farrowing during past years, the pig crop this fall for the United States will be about 18 per cent larger than it was in the fall of 1930.

"At this time when the stage is all set for a rapid increase in swine production, the consumptive outlook for American hog products continues to be limited, especially in foreign markets. Consumer purchasing power in the European countries which normally take large volumes of our hog products, has been reduced even more than in this country, and as yet, no evidence of material improvement is in sight.

GERMAN LARD MARKETS.

The slight increase in demand for American lard in the German lard market quickly disappeared the early part of July in the financial crisis of that country, from which the business suffered throughout the month. Dealers hesitated to lay in stocks of any kind and sellers did not urge them. Cash payments were demanded in most instances, credit being extended with reluctance.

Prices for pure lard ranged between \$19.75 and \$21.50 per 100 kilos. Competing Danish lard sold at about \$18 for box goods, per 100 kilos. Its importation was also greatly reduced. Receipts of lard in Hamburg in July totaled 3,725,000 lbs., compared to 7,452,000 lbs. in June and 9,436,980 lbs. in July, 1930. German imports of lard in June amounted to 4,628 metric tons, about 20 per cent less than in June, 1930. Importations of lard in May, 1931, were 6,150 tons.

HOG LARD IN COSTA RICA.

Costa Rica has raised the import duty on pure hog lard from 0.24 colon (\$0.05592) to 0.26 colon (\$0.06492), effective Aug. 15, 1931.

LATVIAN LARD DUTY UP.

Import duty on lard shipped into Latvia has been increased from 0.10 lat (\$0.01928) to 0.60 lat (\$0.11568) per kilo, effective July 24, 1931.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products developed considerable strength during the latter part of the week under general buying covering, stop-loss orders in lard, a somewhat stronger hog market, moderate hog runs and persistent reports of a good lard trade. Demand for meats was rather slow.

Cottonseed Oil.

Cotton oil stronger with advancing lard prices, light offerings, a steadier cotton market and further showers in the South. Southeast crude, September, 46 1/4c, cash trade moderate. August consumption estimated at around 225,000 barrels, against 320,000 barrels last year.

Quotations on cottonseed oil at New York Friday noon were:

Sept., \$5.40@5.69; Oct., \$5.40@5.55; Nov., \$5.10@5.50; Dec., \$5.15@5.35; Jan., \$5.29@5.40; Mar., \$5.39@5.50.

Tallow.

Tallow, extra, 2 1/2c.

Stearine.

Stearine, 8 1/4c.

Friday's Lard Markets.

New York, Aug. 28, 1931. — Lard, prime western, \$7.90@8.00; middle western, \$7.60@7.70; city, 7 1/2@7 3/4c; refined continent, 8 1/4c; South American, 8 1/2c; Brazil kegs, 9 1/4c; compound, 8c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, August 28, 1931.—Demand for A. C. hams continues to be fair with some improvement in pure refined lard. Boxed meats are steady, but there is practically no demand for picnics and square shoulders. General market quiet.

Friday's prices were as follows: Hams, American cut, 78s; hams, long cut, 90s; shoulders, square, 50s; picnics, none; short backs, 59s; bellies, clear, 54s; Canadian, none; Cumberlands, 68s; Wiltshires, none; spot lard, 40s 6d.

EUROPEAN PROVISION CABLES.

European provision cable summary for the week ended August 22, 1931, gives the following reflection of conditions in the export markets:

At Hamburg demand was medium for refined lard, prime steam lard and tallow and poor for fat backs. Some increase in price of refined lard, prime steam lard, fat backs 10/12 lbs., frozen pork livers; prices lower for fat backs 12/14 lbs. and heavy 14/16 lbs. Receipts of lard for the week were 856 metric tons, 82 being from Denmark. Arrivals of hogs at 20 of Germany's most important markets were 82,000, at a top Berlin price of 12.98 cents a pound, compared with 73,000, at 15.14 cents a pound, for the same week last year.

Demand at Rotterdam was good for premier jus and extra premier jus. Market was slightly firmer for pork products, including lard. Prices were in-

creasing for extra neutral lard, extra premier jus, prime premier jus and refined lard.

The market at Liverpool showed little alteration. Prices were steady.

The total of pigs bought in Ireland for bacon curing was 26,300 for the week as compared with 26,300 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ended August 22 was 121,600 as compared with 108,000 for the corresponding week of last year.

MEAT AND LARD TO ENGLAND.

Imports of meats and lard into England during July, 1931, from six specific countries were as follows: Sweden—bacon, 4,704,000 lbs.; Denmark—bacon, 68,656,000 lbs.; Holland—bacon, 12,096,000 lbs.; United States—bacon, 2,128,000 lbs., lard, 21,728,000 lbs., frozen pork, 3,808,000 lbs., live hogs, 29,000 head; Free State—bacon, 2,576,000 lbs., fresh pork, 1,904,000 lbs.; Canada—bacon, 112,000 lbs.; other countries—bacon, 15,232,000 lbs., lard, 6,832,000 lbs.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Aug. 28, 1931, show exports from that country were as follows: To England, 88,493 quarters; to the Continent, 9,116 quarters.

Exports of the previous week were as follows: To England, 123,615 quarters; to the Continent, 3,819 quarters.

Watch the Markets!

It's just as important to know the market when prices are low as when they are high.

It is vital to know the market when prices are fluctuating up or down.

The time seems near when market fluctuations upward can be looked for. In such times it is easy to buy or sell a car of product anywhere from 1/2c to 1c under the market.

A car sold at 1/2c under the market costs the seller \$37.50; at 1/4c under he loses \$75.00; at 1/2c under he loses \$150.00; at 1c under he loses \$300.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at 1/2c variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

GERMAN PROVISION IMPORTS.

Provision imports by Germany from January to June, 1931, have shown a marked decline. While the quantities of a number of packing house products imported increased materially, as compared with the same period in 1930, the net result was a reduction in amounts of 10 to 50 per cent and an average fall in value of about 20 per cent.

The most important product in this class is lard, the importation of which increased from 46,888 metric tons in 1930 to 47,936 tons in 1931, but decreased in value from \$12,614,000 to \$11,353,000. Imports from the United States decreased by 11 per cent, while Danish exports to Germany increased about 60 per cent.

BRITISH HAM IMPORTS.

Hams imported by Great Britain during the first six months of 1931 totaled 45,519,040 lbs., compared with 57,329,216 lbs. for the same period of 1930, a decrease of 11,810,176 lbs. The following figures give the country of origin of these hams for the first six months of 1931, with comparisons for 1930:

	January to June 1931.	1930.
	Lbs.	Lbs.
United States	34,739,040	40,060,816
Poland	5,505,696	2,022,384
Canada	3,096,800	4,462,528
Irish Free State	765,184	730,800
Argentina	814,688	602,684
Other countries	597,632	449,680

MEAT SUPPLIES AT LONDON.

Receipts of beef and veal at London central market from January to July, 1931, totaled 143,831 tons, compared with 145,067 tons received during the same period for 1930. The Argentine supplied 99,843 tons and 100,969 tons respectively for the two periods in question.

Mutton and lamb received during these two periods were 88,721 tons for 1931 and 85,465 tons for 1930. Receipts of pork and bacon in 1931 totaled 23,451 tons, while for the seven months of 1930 it was 19,097 tons.

FAT BACKS IN GERMANY.

German market for American fat backs showed no improvement during July, due to continued pressure of competition from Dutch and other dry salt pork. Prices of Dutch products increased considerably during the latter part of the month. Of the June imports of 800 metric tons, 748 tons came from the Netherlands and 6 tons from the United States. Imports a year ago totaled 400 tons.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Aug. 1 to Aug. 25, 1931, totaled 9,777,283 lbs.; tallow, none; greases, 332,000 lbs.; stearine, none; oleo, 6,670 tierces.

REGULAR SWIFT DIVIDEND.

Directors of Swift & Company have voted the regular quarterly dividend of 50c on the capital stock, payable Oct. 1 to shareholders of record Sept. 10.

Watch the Wanted page for bargains in equipment.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Aug. 27, 1931.

CATTLE—Compared with a week ago: A few loads of strictly choice steers and yearlings of all representative weights strong; bulk strictly good and choice steers and yearlings, 25@50c lower, weighty offerings showing maximum downturn; medium grade, short fed steers with weight, as much as 75c lower in instances; bulk grassers, including a few plain qualified short feds, \$7.00 downward, about steady with last week's sharp decline on such kinds; general run she stock, mostly steady; bulls, 15@25c lower; vealers, about steady. Extreme top yearlings and medium weights, \$10.35; best 1,307-lb. bullocks, \$10.15; 1,400-lb. averages, \$10.00; 1,500-pounders, \$9.75; heifer yearlings, up to \$9.75. There were approximately 2,000 western grassers in run; bulk slaughter steers, \$6.00@6.35.

HOGS—Prices weakened unevenly, declines increasingly severe as weight is reduced. Weights above 250 lbs., steady to 15c below a week ago; light and medium weights, unevenly 25@50c lower; pigs and light lights, 50@75c lower; packing sows, steady to 10c higher. Week's top, \$6.90, paid early. Closing top, \$6.75. Late bulks: 190 to 230 lbs., \$6.60@6.75; 240 to 290 lbs., \$6.15@6.65; 300 to 330 lbs., \$5.75@6.10; 140 to 180 lbs., \$6.00@6.50; pigs, \$4.75@5.75; packing sows, 325 lbs. up, \$4.10@4.85; smooth lightweights, \$5.00@5.50.

SHEEP—Compared with a week ago: Fat lambs and yearlings, mostly 25@50c higher; ewes, steady. Today's bulks: Better grade native lambs, \$7.50@8.25; best, \$8.40, the week's top; choice westerns, \$8.25; native bucks, \$6.50@7.25; throwouts, \$4.00@4.50; range throwouts, \$5.50@5.75, few \$6.00 to killers; strictly choice western yearlings, \$6.50; fat native ewes, \$1.50@2.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Aug. 27, 1931.

CATTLE—Compared with one week ago: A few best yearling steers sold strong to 25c higher; all other steers,

including westerns, steady to 25c lower; fat mixed yearlings and heifers steady; western heifers, 15@25c lower; native cow stuff, steady to 25c higher; western cows steady; bulls, 25c lower; vealers, 50c higher. Bulk of native steers brought \$7.50@9.65; most fat steers, \$8.25@10.00; top yearlings, \$10.35; best matured steers, \$9.00. Bulk of western steers brought \$5.00@6.65. Most fat mixed yearlings and heifers, \$8.00@9.00; top mixed descriptions, \$10.00. Most medium fleshed mixed and heifers, \$5.25@7.00; cows, \$3.25@4.25; top, \$6.25; low cutters, \$1.75@2.00. Top medium bulls closed at \$3.50; top vealers, \$9.75.

HOGS—Swine values declined 40@65c during the week, lighter weights at the maximum loss. Top price Thursday was \$6.55, with bulk 140 to 290 lbs., \$6.00@6.50; sows, \$4.00@5.25.

SHEEP—Fat lambs advanced 25c during the period, bulk going to packers late at \$7.25@7.50, with choice kinds to city butchers at \$7.75 and \$8.00. Common throwouts bulked at \$3.50; fat ewes at \$1.50@2.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Aug. 27, 1931.

CATTLE—Increased supplies of cattle, most of which were western grass fat steers, no doubt largely was responsible for the prevailing weaker undertone in most killing classes. Choice fed steers and yearlings were scarce and an exception to the rule. Around steady prices were maintained on the few of this class that were offered. Other native fed arrivals are mostly 25@50c lower, with extreme cases \$1.00 off on short fed heifers. Western steers are mostly 50@75c lower for the week. Strictly choice 617-lb. mixed yearlings scored \$10.50, while several loads of yearling steers brought \$9.75@10.35. Native grain feds sold from \$8.25@9.50, while straight grass steers cleared from \$4.50@6.25. Grass heifers and slaughter cows are 25@50c lower, and bulls are fully 25c off. Vealers held steady, with the late top at \$8.00.

HOGS—Lightweight hogs scaling from 240 lbs. down have been under considerable pressure, and final rates

are 60@70c under a week ago. Weightier descriptions have been rather scarce and are selling unevenly 15@40c lower. The top dropped to \$6.00 on Tuesday, a new low since early in June, but some reaction later left the closing top at \$6.20 on choice 200- to 230-lb. weights. There has been a noticeable narrowing in the price spread between lights and heavies during the week. Packing sows are 15@25c lower.

SHEEP—Some strength developed in the fat lamb trade late in the week, and closing levels are 15@25c higher than a week ago. Choice range lambs reached \$7.75 on Thursday, and best natives stopped at \$7.35. Most of the range offerings sold from \$7.25@7.65, while desirable natives bulked at \$7.00@7.25. Aged sheep are almost unsalable, and values are 25@50c lower, with fat ewes selling from \$1.50 down on the close.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., August 27, 1931.

CATTLE—All killing classes were under pressure this week, especially lower grade offerings, and uneven declines developed. Better grade yearlings and strictly choice matured steers indicated little change, but others finished 25@50c lower. Choice yearlings topped at \$10.00, medium and heavy weight steers ranged up to \$9.75, and most grain feds cleared at \$8.00@9.50. Fed she stock continued scarce and little changed, while grassy kinds suffered 25@50c losses. Choice heifers sold up to \$9.00 sparingly, and beef cows bulked at \$2.75@3.50 at the close. Not much change occurred for vealers, with a \$6.50 practical top. Bulls ruled weak to 25c lower, and medium kinds brought \$3.00@3.25 largely.

HOGS—Butchers scaling 250 lbs. down broke 25@50c, while heavy kinds and packing sows sold steady to 25c lower. The top dipped to \$6.25 for 180- to 220-lb. selections, and most 160- to 250-lb. averages brought \$5.85@6.25, with 260- to 350-pounders mainly \$5.00@5.75. The majority of packing sows earned \$4.00@5.00; odd lots smooth lights, \$5.10; extreme heavy offerings, around \$3.85.

SHEEP—Reduced receipts aided strong recovery in fat lamb prices, as desirable killers sold largely up to \$7.75 late, fully 25@50c higher than week ago. Aged sheep found buyers reluctant and closed weak to 25c lower. Fat ewes changed hands at \$1.75 down.

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OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Aug. 27, 1931.

CATTLE—Fed steers and yearlings met with a very slow and uneven market during the week, with the price spread between choice grades and medium grades even more pronounced than the previous week. Strictly choice long feds were in best demand and declined 15¢@25¢; others, mostly 50¢@75¢ lower, with extremes \$1.00 off on plain quality short feds. Choice grain fed cows and heifers are little changed, while grassers are unevenly 25¢@75¢ lower. Bulls closed around 25¢ lower, while vealers held about steady. Several loads yearlings, light steers and medium weights sold up to \$10.00 early in the week; comparable kinds at close, \$9.85. Weighty steers, 1,350 lbs., earned \$9.90, with big weights, 1,521 lbs., \$9.85. Yearling heifers sold up to \$9.60.

HOGS—Narrow demand featured throughout the period in the hog division, although on Thursday some slight reaction developed. Comparisons Thursday with Thursday show lights and butchers 35¢@65¢ lower; heavy butchers, 25¢@50¢ lower; sows, 15¢@65¢ lower, heavy sows showing maximum decline. Thursday's top reached \$6.25 on 200-lb. averages, with the following bulks: 160- to 250-lb. weights, \$5.50@6.15; 250- to 350-lb. butchers, \$4.50@5.60; sows, \$4.00@5.00; few heavy sows, down to \$3.60.

SHEEP—Decreased receipts and a smaller per cent of slaughter lambs included resulted in a substantial advance on slaughter lambs, with prices for the period 25¢@50¢ higher. Yearlings and native sheep held steady. Thursday's sales of choice grade slaughter range lambs, \$7.75@8.00; good grade, \$7.00@7.50; medium grade, down to \$6.25. Bulk sorted choice native lambs, \$7.75; top, \$7.85; fed clipped lambs, \$7.75@7.85; good and choice ewes, \$1.25@1.75.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Aug. 27, 1931.

CATTLE—Virtually all classes of cattle worked lower, better grades showing least change. Strictly choice steers and yearlings held pretty close to steady, but most grain-finished offerings sold weak to 25¢ lower, with warmedup kinds and grassers mostly 50¢@75¢ off. Cows and heifers sold 25¢@50¢ lower; bulls, weak to 25¢ off; vealers, steady; heavy calves, unevenly 25¢@75¢ lower. Top repeated last week's mark of \$10.25, this being paid for 1,126-lb. steers and some 956-lb. mixed yearlings early in the week. Choice 1,478-lb. steers brought \$9.60. Bulk fed steers and yearlings brought \$8.50@9.75; wintered and fed grassers, mostly \$6.25@7.75; straight grassers, \$4.75@6.00. Most cows brought \$3.00@4.00; cutter grades, \$1.75@2.75; medium bulls, \$2.75@3.00; top vealers, \$7.50.

HOGS—Trading was featured by the narrowing spread between light and heavy hogs. All kinds, however, worked lower. Top Tuesday dropped to \$6.00, or within 15¢ of the lowest since December, 1908. A later recovery, in part, sent top today to \$6.20. Light and

medium weight butchers show 50¢@60¢ lower; heavies, steady to 50¢ lower; sows, steady to 25¢ lower; bulk 180 to 240 lbs., \$5.95@6.15; 250 to 270 lbs., \$5.60@5.90; 280 to 300 lbs., \$5.35@5.50; most sows, \$3.75@4.50.

SHEEP—Fat lambs are 15¢@25¢ higher; aged sheep, weak to 25¢ lower; choice range lambs, \$7.60; bulk desirable range offerings, \$7.50@7.60; numerous loads medium grade, \$5.50@6.50; top natives, \$7.50; bulk, \$5.00@7.00; best mutton ewes, \$1.75.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Aug. 26, 1931.

CATTLE—Increased receipts of in-between and grassy stock this week made for a 25¢ or more decline on such offerings, strictly grainfeds continuing on a nominally firm to higher market. Mixed yearlings reached \$10.00; heavy steers, \$9.25; bulk all grain feds, to \$8.00; grassy steers, \$4.50@6.50. Grass cows dropped to a \$3.00@3.75 bulk; heifers, \$3.50@5.50; cutters, \$1.75@2.75. Bulls turned at \$3.35 down. Vealers averaged 50¢ higher, bulk selling at \$7.50@9.50.

HOGS—Hog prices continued to break as receipts exceeded trade requirements. Light hogs were 50¢@75¢ off; medium and heavy butchers, 25¢@50¢ lower; sows, 15¢@25¢ lower. Better 170- to 220-lb. weights turned at \$6.00@6.10; 220- to 290-lb. kinds, \$5.00@6.00; heavier weights, to \$4.50; sows, largely \$3.50@4.40; light lights, \$5.60@5.75; pigs, \$5.75@6.00.

SHEEP—Fat lamb values averaged 25¢@50¢ higher, better natives centering mostly at \$7.50, a few \$7.75; bucks, \$6.50; throwouts, \$3.50. Ewes were unchanged, turning from \$1.50 down; culls, 50¢.

PACKERS' MARKET PLACE.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., August 27, 1931.

Compared with a week ago, hogs unloaded direct at 24 concentration points and 7 packing plants in Iowa and Minnesota are 10¢@75¢ lower. Hogs scaling 240 lbs. and down, mostly 40¢@50¢ lower; heavier weights, including packing sows, 10¢@25¢ lower; light lights and pigs, 50¢@75¢ off. Light hogs of the spring pig crop were sold freely early in the week, but the sharp break slowed up the run. Packing sows were in decreased supply and weighty butchers were scarce. Late bulk, 180 to 240 lbs., \$5.85@6.15; 250 to 280 lbs., \$5.50@6.00; packing sows, \$3.25@4.50, mostly \$3.60@4.25.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants week ended Aug. 27:

	This week.	Last week.
Friday, Aug. 21.....	8,100	9,200
Saturday, Aug. 22.....	9,800	8,900
Monday, Aug. 24.....	31,400	22,600
Tuesday, Aug. 25.....	9,600	11,500
Wednesday, Aug. 26.....	11,100	15,100
Thursday, Aug. 27.....	10,200	10,900

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Aug. 22, 1931:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 22.....	251,000	406,000	462,000
Previous week.....	209,000	411,000	541,000
1930.....	194,000	440,000	417,000
1929.....	253,000	497,000	398,000
1928.....	255,000	419,000	398,000
1927.....	268,000	477,000	364,000

Hogs at 11 markets:	
Week ended Aug. 22.....	356,000
Previous week.....	348,000
1930.....	377,000
1929.....	424,000
1928.....	367,000
1927.....	421,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 22.....	199,000	306,000	349,000
Previous week.....	157,000	306,000	329,000
1930.....	144,000	329,000	317,000
1929.....	190,000	362,000	309,000
1928.....	195,000	316,000	298,000
1927.....	211,000	352,000	281,000

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LIVE STOCK BUYING ORGANIZATION

RECEIPTS AT CENTERS

SATURDAY, AUGUST 22, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	500	3,500	500
Kansas City	200	500	1,000
Omaha	100	3,500	3,800
St. Louis	500	2,500	100
St. Joseph	400	1,000	1,000
Sioux City	200	2,000	500
St. Paul	400	700	3,500
Oklahoma City	100	300	100
Fort Worth	700	400	600
Lincoln	100	200	100
Denver	100	300	100
Louisville	200	200	100
Wichita	100	800	100
Indianapolis	100	2,000	100
Pittsburgh	100	800	500
Cincinnati	100	900	800
Buffalo	100	700	700
Cleveland	100	600	200
Nashville	100	400	100

MONDAY, AUGUST 24, 1931.

Chicago	21,000	35,000	26,000
Kansas City	27,000	8,000	8,000
Omaha	21,000	10,000	25,000
St. Louis	6,000	10,000	3,000
St. Joseph	3,500	5,500	7,000
Sioux City	11,500	9,000	5,000
St. Paul	10,000	7,500	11,000
Oklahoma City	1,000	800	300
Fort Worth	3,300	900	200
Lincoln	400	800	200
Denver	4,200	2,900	8,800
Louisville	300	800	100
Wichita	4,500	1,900	400
Indianapolis	300	5,000	1,000
Pittsburgh	1,000	3,500	3,500
Cincinnati	1,500	2,500	1,200
Buffalo	1,500	6,200	7,000
Cleveland	900	2,800	2,500
Nashville	300	800	500

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Aug. 27, 1931:

Hogs (Soft or oily hogs and roasting pigs excluded):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. wt. (140-180 lbs.) gd.-ch.	6.00@6.50	6.00@6.40	5.75@6.10	5.25@6.00	5.75@6.00
Lt. wt. (180-200 lbs.) gd.-ch.	6.25@6.70	6.10@6.50	5.75@6.20	5.00@6.10	5.75@6.25
Med. wt. (200-220 lbs.) gd.-ch.	6.60@6.75	6.35@6.55	5.75@6.25	5.90@6.20	6.00@6.25
(220-250 lbs.) gd.-ch.	6.45@6.75	6.15@6.50	5.50@6.15	5.75@6.20	5.50@6.25
Hvy. wt. (250-290 lbs.) gd.-ch.	6.10@6.80	5.85@6.25	4.85@5.60	5.30@6.00	5.00@5.65
(290-350 lbs.) gd.-ch.	5.50@6.25	5.40@6.10	4.50@5.10	5.00@5.80	4.50@5.25
Prkg. sows (275-300 lbs.) med.-ch.	4.10@4.50	3.90@4.25	3.90@4.50	3.25@4.75	3.25@4.65
Str. pigs (100-130 lbs.) gd.-ch.	5.75@5.85	5.35@6.00	4.75@5.75	3.75@6.00	3.75@6.00
Av. cost & wt. Thurs. (pigs excl.)	5.63-243 lbs.	6.20-206 lbs.	4.90-267 lbs.	5.65-216 lbs.	

Slaughter Cattle and Calves:

STEERS (600-900 LBS.):

Choice	9.75@10.40	9.75@10.50	9.25@10.00	9.50@10.50	9.25@10.25
Good	8.00@10.00	8.75@9.75	7.75@9.25	7.50@9.50	8.25@9.25
Medium	6.25@8.00	5.75@7.75	6.00@7.75	5.00@7.50	6.50@8.25
Common	4.25@6.50	4.00@5.75	4.00@6.00	3.75@5.00	4.25@6.50

STEERS (900-1,100 LBS.):

Choice	9.75@10.40	9.75@10.50	9.25@10.00	9.25@10.35	9.25@10.25
Good	7.75@10.00	8.50@9.75	7.75@9.25	7.50@9.50	8.25@9.25
Medium	6.00@8.00	5.50@8.50	6.00@7.75	5.00@7.50	6.25@8.25
Common	4.25@6.25	4.25@5.50	4.00@6.00	3.75@5.00	4.25@6.25

STEERS (1,100-1,300 LBS.):

Choice	9.25@10.25	9.25@10.25	9.25@10.00	9.00@10.00	9.00@10.00
Good	7.50@9.50	8.25@9.25	7.75@9.25	7.25@9.25	7.75@9.00
Medium	6.00@7.75	5.25@8.25	6.00@7.75	5.00@7.50	6.25@7.75

STEERS (1,300-1,500 LBS.):

Choice	9.00@10.00	9.00@9.50	9.00@9.75	8.75@9.75	8.75@9.50
Good	7.50@9.25	8.00@9.00	7.75@9.25	7.25@8.75	7.50@8.75

HEIFERS (550-850 LBS.):

Choice	9.25@9.90	9.00@9.75	8.50@9.75	8.75@9.75	8.25@9.25
Good	7.50@9.50	7.75@9.00	7.25@8.50	6.75@9.00	6.75@8.25
Medium	5.25@7.50	5.25@7.75	5.00@7.25	4.50@7.00	4.50@7.25
Common	3.25@5.25	3.25@5.25	3.25@5.00	3.25@4.50	3.00@4.50

COWS:

Choice	5.50@6.75	5.50@6.25	5.00@6.25	4.50@5.50	4.75@6.25
Good	4.25@5.50	4.50@5.50	3.75@5.00	3.75@5.50	3.75@4.75
Com-med.	2.75@4.25	3.25@4.50	2.75@3.75	2.75@3.50	2.75@3.75
Low cutter and cutter.	1.75@2.75	1.75@3.25	1.75@2.75	1.50@2.75	1.75@2.75

BULLS (YRLS. EX. BEEF):

Gd.-ch.	4.00@5.25	3.75@4.50	3.25@4.50	3.25@3.75	3.50@4.00
Out-med.	2.50@4.00	2.25@3.75	2.25@3.25	2.00@3.25	2.75@3.50

VEALERS (MILK-FED):

Gd.-ch.	9.00@11.00	8.00@9.75	6.50@8.00	6.00@8.00	7.50@10.00
Medium	7.00@9.00	6.00@8.00	5.00@6.50	4.50@6.00	4.50@7.50
Out-com.	5.00@7.00	2.75@6.00	3.00@5.00	2.50@4.50	3.00@4.50

CALVES (250-500 LBS.):

Gd.-ch.	5.50@7.50	6.00@9.00	5.50@7.00	4.50@7.50	4.00@5.00
Com-med.	3.00@5.50	3.00@6.00	3.00@5.50	2.00@4.50	2.50@4.00

Slaughter Sheep and Lambs:

LAMBS:

(90 lbs. down)—Gd.-ch.	7.25@8.40	7.00@8.00	7.00@8.00	6.75@7.75	6.75@7.75
Medium	5.75@7.25	5.00@7.00	5.75@7.00	5.25@6.75	5.00@6.75
(All weights)—Common	4.00@5.75	3.50@5.00	3.75@5.75	3.50@5.25	3.50@5.00

YEARLING WETHERS:

(90-110 lbs.)—Med.-ch.	3.50@6.50	3.00@6.00	3.50@5.50	3.50@5.25	2.75@5.50
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EWES:

(90-120 lbs.)—Med.-ch.	1.75@2.75	1.50@2.50	1.25@2.00	1.00@1.75	1.25@2.25
(120-150 lbs.)—Med.-ch.	1.25@2.50	1.25@2.25	1.00@1.75	1.00@1.50	1.00@2.00
(All weights)—Out-com.	.75@1.75	.75@1.50	.50@1.25	.50@1.00	.50@1.25

TUESDAY, AUGUST 25, 1931.

Chicago	8,000	20,000	13,000
Kansas City	9,000	5,000	8,000
Omaha	10,000	9,000	27,000
St. Louis	5,000	13,000	2,500
St. Joseph	2,500	4,300	7,500
Sioux City	4,000	4,500	6,500
St. Paul	1,500	7,200	2,500
Oklahoma City	1,100	1,100	300
Fort Worth	2,300	400	2,100
Lincoln	800	3,000	600
Denver	1,300	1,100	4,800
Louisville	300	800	1,000
Wichita	1,000	1,900	500
Indianapolis	1,400	6,000	2,500
Pittsburgh	500	1,000	1,000
Cincinnati	300	2,200	3,500
Buffalo	100	1,500	600
Cleveland	200	1,000	1,100
Nashville	300	100	100

WEDNESDAY, AUGUST 26, 1931.

Chicago	12,000	18,000	17,000
Kansas City	5,500	3,500	9,000
Omaha	8,000	7,000	17,000
St. Louis	3,000	7,500	2,000
St. Joseph	2,700	3,500	800
Sioux City	3,000	3,500	6,000
St. Paul	700	800	200
Oklahoma City	700	800	200
Fort Worth	2,600	300	2,000
Lincoln	700	1,500	500
Denver	1,000	600	6,400
Louisville	200	400	1,000
Wichita	600	1,800	400
Indianapolis	1,200	5,000	1,400
Pittsburgh	600	1,300	1,300
Cincinnati	300	2,400	1,200
Buffalo	700	1,800	900
Cleveland	200	1,000	1,300
Nashville	100	700	200

THURSDAY, AUGUST 27, 1931.

Chicago	7,000	18,000	13,000
Kansas City	2,500	3,000	8,000
Omaha	3,000	8,000	13,000
St. Louis	3,000	6,500	1,500
St. Joseph	1,700	3,500	5,500
Sioux City	1,500	4,500	5,500
St. Paul	2,300	5,500	4,500
Oklahoma City	800	600	200
Fort Worth	2,000	500	1,000
Lincoln	500	1,000	600
Denver	600	1,500	6,500
Louisville	300	800	1,000
Wichita	400	1,100	500
Indianapolis	800	5,000	200
Pittsburgh	100	1,800	1,000
Cincinnati	300	1,500	2,000
Buffalo	200	1,200	1,000
Cleveland	200	1,000	1,100
Nashville	100	400	100

FRIDAY, AUGUST 28, 1931.

Chicago	2,500	13,000	12,000
Kansas City	500	2,500	1,000
Omaha	1,200	12,000	13,000
St. Louis	1,500	8,000	1,500
St. Joseph	700	3,500	5,200
Sioux City	1,000	7,500	5,200
St. Paul	2,700	5,000	4,500
Oklahoma City	500	600	200
Fort Worth	1,500	300	1,500
Lincoln	300	400	100
Denver	200	500	800
Louisville	300	800	1,000
Wichita	200	900	100
Indianapolis	300	4,000	1,500
Pittsburgh	400	2,300	1,500
Cincinnati	400	2,300	1,500
Buffalo	500	1,800	1,000
Cleveland	400	1,100	700
Nashville	200	200	200

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended Aug. 21, 1931, with comparisons, reported by Dominion Live Stock Branch:

BUTCHER STEERS.

	Up to 1,050 lbs.	Week ended Aug. 21.	Prev. week.	Same week. 1930.
Toronto	6.75	7.00	7.00	7.00
Montreal	6.25	6.00	6.00	6.00
Winnipeg	6.00	6.00	6.00	6.00
Calgary	5.25	5.25	5.25	5.25
Edmonton	5.00	5.00	5.00	5.00
Prince Albert	4.00	4.00	4.00	4.00
Moose Jaw	5.00	5.00	5.00	5.00
Saskatoon	5.50	4.75	4.75	4.75

VEAL CALVES.

Toronto	10.00	9.75	9.75	9.75
Montreal	7.25	7.50	7.50	7.50
Winnipeg	6.00	6.00	6.00	6.00
Calgary	5.50	5.50	5.50	5.50
Edmonton	6.50	6.50	6.50	6.50
Prince Albert	4.00	4.00	4.00	4.00
Moose Jaw	5.00	5.00	5.00	5.00
Saskatoon	4.50	4.50	4.50	4.50

SELECT BACON HOGS.

Toronto	7.50	8.50	8.50	8.50
Montreal	8.00	8.25	8.25	8.25
Winnipeg	6.75	7.50	7.50	7.50
Calgary	6.50	7.50	7.50	7.50
Edmonton	6.25	6.50	6.50	6.50
Prince Albert	6.25	7.25	7.25	7.25
Moose Jaw	6.45	7.45	7.45	7.45
Saskatoon	6.25	6.45	6.45	6.45

GOOD LAMBS.

Toronto	8.25	8.00	8.00	8.00
Montreal	7.00	7.50	7.50	7.50
Winnipeg	7.00	6.75	6.75	6.75
Calgary	6.00	6.00	6.00	6.00
Edmonton	5.50	6.00	6.00	6.00
Prince Albert	4.50	4.50	4.50	4.50
Moose Jaw	6.00	6.00	6.00	6.00
Saskatoon	5.00	4.50	4.50	4.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, August 22, 1931, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	6,068	3,641	19,124
Swift & Co.	5,490	2,958	23,549
Wilson & Co.	3,694	4,274	6,244
Morris & Co.	1,685	1,791	7,380
Anglo-Amer. Prov. Co.	2,005	1,980	
G. H. Hammond Co.	531	1,320	
Libby, McNeill & Libby.	1,421		
Others	15,476	24,091	22,114
Total	10,036	24,268	15,706

Armour and Co., 4,608 hogs; Independent Packing Co., 1,403 hogs; Boyd, Lunham & Co., 1,550 hogs; Hygrade Food Products Corp., 4,403 hogs; Agar Packing Co., 5,121 hogs.

Not including 1,645 cattle, 1,446 calves, 10,387 hogs, and 15,914 sheep bought direct.

Total: 47,006 cattle, 8,829 calves, 81,254 hogs, 94,126 sheep.

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,655	2,579	2,350
Cudahy Pkg. Co.	3,989	1,586	4,448
Powder Pkg. Co.	431		
Morris & Co.	2,440	929	2,909
Swift & Co.	4,541	4,020	4,648
Wilson & Co.	3,511	1,442	2,575
Others	1,363	1,170	271
Total	19,936	11,717	19,661

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	7,682	8,532	12,563
Cudahy Pkg. Co.	4,961	7,273	15,186
Morris & Co.	1,068	4,869	
Swift & Co.	2,689	1,970	4,538
Wilson & Co.	6,961	5,943	14,975
Others		24,556	
Total	25,249 cattle; 53,243 hogs; 47,262 sheep.		

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,650	929	3,194	3,392
Swift & Co.	3,266	2,662	4,003	3,435
Morris & Co.	735	542		718
Wilson & Co.			1,351	482
American Pkg. Co.	420	264	684	294
Kry Pkg. Co.	139	50	4,848	108
Shippers	9,617	4,508	25,414	102
Others	4,102	592	8,677	
Total	20,559	9,887	48,171	18,531

Not including 3,559 cattle, 2,950 calves, 28,855 hogs and 2,500 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,311	602	6,332	14,079
Armour and Co.	4,646	553	6,421	7,471
Others	2,916	8	5,177	7,505
Total	10,873	1,163	17,930	20,055

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,443	182	6,722	4,454
Armour and Co.	2,806	201	7,354	5,163
Swift & Co.	1,799	203	3,414	3,589
Shippers	3,780	2	14,965	2,254
Others	274	25		
Total	11,102	613	32,455	15,440

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,365	728	1,904	886
Wilson & Co.	1,268	889	1,871	740
Others	120	51	559	2
Total	2,753	1,668	4,334	1,628

Not including 74 cattle bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,025	573	2,662	1,745
Dold Pkg. Co.	635	16	1,730	8
Wichita D. B. Co.	39			
Dunn-Osterberg	108			
Kado-Le Sturgeon.	50			
Fred W. Dold.	107		321	
Total	1,964	589	4,713	1,753

Not including 63 cattle and 2,772 hogs bought direct.

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,792	2,631	9,065	6,422
Cudahy Pkg. Co.	444	1,022		
Swift & Co.	3,824	3,893	14,043	9,753
United Pkg. Co.	1,587	154		
Others	882	53	13,735	1,710
Total	9,529	7,783	38,041	17,885

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,087	2,907	7,433	1,682
Swift & Co., Chi.				1,588
U.D.B. Co., N.Y.	18			
B. Guma & Co.	82			
Armour and Co., Mil.	565	1,420		
N.Y.B.D.M.Co., N.Y.	60			
Corkran, Hill, Balt.			542	
Shippers	641	37	122	330
Others	298	300	144	543
Total	3,351	4,890	8,334	4,297

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,092	548	6,989	1,751
Armour and Co.	312	90	1,287	32
Indianapolis Abt. Co.	797	96		272
Brown Bros.	98	40	204	14
Schneller Pkg. Co.	27		296	
Riverview Pkg. Co.	60		121	
Indiana Prov. Co.	30		258	
Manas Hartman Co.	29	15		13
Meier Pkg. Co.	143	6	307	
Art Wabnitz	8	42		41
Hooster Abt. Co.	43			
Shippers	1,262	1,867	17,175	5,771
Others	641	191	738	4,407
Total	4,517	2,902	27,375	10,301

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.		5		277
Ideal Pkg. Co.	12		484	
E. Kahn's Sons Co.	1,824	280	4,660	1,534
Kroger G. & B. Co.	142	146	607	
J. Lohrey Pkg. Co.	2		227	
H. H. Meyer Co.	3		2,066	
A. Sander Pkg. Co.	8		562	
J. Schlachter's Sons.	67	244		177
J. & F. Schroth Co.	15		2,286	
John F. Stegner	178	254		295
Shippers	173	680	3,292	9,432
Others	1,294	441	477	555
Total	3,710	2,050	15,551	12,270

Not including 1,427 cattle, 5,634 hogs, and 737 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Aug. 22, 1931, with comparisons:

CATTLE.

	Week ended Aug. 22, 1931.	Prev. week.	Cor. 1930.
Chicago	47,006	41,111	19,808
Kansas City	19,936	16,401	14,379
Omaha	25,249	20,368	15,792
St. Louis	20,559	16,104	10,684
St. Joseph	10,873	9,202	8,190
Sioax City	11,102	10,718	9,532
Oklahoma City	2,753	2,463	1,470
Wichita	1,964	1,443	1,707
Denver		3,008	2,383
St. Paul	9,329	10,081	9,022
Milwaukee	3,351	2,802	2,776
Indianapolis	4,517	4,372	3,981
Cincinnati	3,710	3,578	3,312
Total	160,349	141,449	105,855

HOGS.

	Week ended Aug. 22, 1931.	Prev. week.	Cor. 1930.
Chicago	81,254	80,311	38,291
Kansas City	11,717	9,945	9,994
Omaha	58,243	52,569	26,233
St. Louis	48,171	43,659	16,401
St. Joseph	17,930	15,396	20,272
Sioax City	32,455	35,060	33,401
Oklahoma City	4,334	3,858	3,992
Wichita	4,713	4,225	4,553
Denver		5,061	4,638
St. Paul	38,041	34,504	34,549
Milwaukee	8,324	6,333	11,591
Indianapolis	27,375	17,697	23,390
Cincinnati	15,551	11,104	17,845
Total	343,118	318,704	273,640

SHEEP.

	Week ended Aug. 22, 1931.	Prev. week.	Cor. 1930.
Chicago	94,126	63,198	57,540
Kansas City	19,661	19,770	23,147
Omaha	47,262	56,739	57,206
St. Louis	18,531	11,385	8,357
St. Joseph	20,055	34,961	20,590
Sioax City	15,440	20,345	12,770
Oklahoma City	1,628	1,502	597
Wichita	1,753	1,777	1,084
Denver		11,253	21,851
St. Paul	17,885	28,742	12,157
Milwaukee	4,297	3,804	4,021
Indianapolis	10,301	11,168	11,228
Cincinnati	12,270	17,293	7,906
Total	272,319	280,887	238,454

JUNE URUGUAYAN CATTLE KILL.

Cattle slaughtered in Uruguay during June, 1931, totaled 104,615 head, according to information received by the U. S. Department of Commerce.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 17	17,473	2,719	28,096	36,975
Tues., Aug. 18	9,191	2,572	19,769	18,319
Wed., Aug. 19	13,112	2,409	16,587	18,149
Thurs., Aug. 20	7,143	1,803	17,981	15,946
Fri., Aug. 21	1,590	606	11,425	10,363
Sat., Aug. 22	500	200	3,550	600

This week 49,000 10,309 77,248 98,252
Previous week 40,850 10,588 104,520 72,438
Year ago 41,074 10,925 117,797 92,341
Two years ago 32,101 11,497 119,684 96,943

Total receipts for month and year to Aug. 1, with comparisons:

	August 1931.	1930.	1931.	1930.
Cattle	134,819	126,267	1,379,943	1,347,918
Calves	31,615	31,442	358,876	378,838
Hogs	301,764	364,319	4,787,961	4,949,455
Sheep	229,339	218,537	2,456,981	2,456,975

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 17	5,469	27	8,812	4,472
Tues., Aug. 18	2,445	8	4,006	3,132
Wed., Aug. 19	4,306	13	2,890	2,908
Thurs., Aug. 20	2,310		4,815	5,773
Fri., Aug. 21	929		4,154	4,829
Sat., Aug. 22	100		500	100

This week 15,562 48 24,696 22,214
Previous week 13,906 3 25,951 17,232
Year ago 12,421 7 31,767 31,256
Two years ago 15,270 319 22,090 30,341

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Aug. 22	\$8.65	\$5.85	\$1.65	\$6.85
Previous week	8.55	6.20	2.25	6.95
1930	9.85	10.15	3.10	9.40
1929	14.25	10.45	5.50	13.00
1928	15.05	12.05	6.00	14.05
1927	11.80	9.10	6.00	13.45
1926	9.20	11.65	6.00	13.85

Av. 1926-1930 \$12.05 \$10.70 \$5.30 \$12.75

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Aug. 22	22,400	72,100	75,900
Previous week	23,944	73,569	55,205
1930	28,653	86,080	61,065
1929	36,831	96,688	66,502
1928	31,966	97,594	54,433
1927	40,327	85,651	70,762
1926	45,294	94,426	50,529
1925	38,848	74,770	57,401
1924	43,028	102,895	60,447

*Saturday, Aug. 22, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

	No. Rec'd.	Avg. Wgt.	Prices Top.	Avg.
*Week ended Aug. 22	97,200	258	\$7.75	\$5.85
Previous week	104,520	257	8.00	6.20
1930	117,797	259	11.90	10.15
1929	119,684	267	12.00	10.45
1928	96,713	245	12.00	12.06
1927	128,032	250	10.55	9.10
1926	117,732	277	14.10	11.65

Av. 1926-1930 115,000 267 \$12.35 \$10.70

*Receipts and average weights estimated.

CHICAGO HOG SLAUGHTERS.

Hogs slaughtered at Chicago under federal inspection for week ended Aug. 22, 1931, with comparisons:

Week ended August 22.....	73,775
Previous week	76,803
Year ago	89,783
1929	112,870

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended August 22, 1931, with comparisons:

CATTLE.			
	Week ended Aug. 22.	Prev. week.	Cor. week, 1930.
Chicago	33,175	28,493	19,808
Kansas City	19,938	16,401	10,594
Omaha	26,812	17,653	14,996
St. Louis	15,961	13,982	10,684
St. Joseph	9,232	7,935	7,843
Sioux City	8,805	8,164	7,421
Wichita	2,616	1,945	2,242
Fort Worth	7,329	6,918	.....
Philadelphia	1,835	2,034	1,897
Indianapolis	1,500	1,570	1,432
New York & Jersey City	9,471	9,523	8,725
Oklahoma City	4,495	3,816	6,820
Cincinnati	4,215	3,918	4,074
Denver	.....	3,095	2,262
Total	135,970	124,833	103,858

HOGS.			
Chicago	71,444	79,306	89,783
Kansas City	11,717	8,945	9,984
Omaha	29,156	24,961	28,062
St. Louis	22,757	16,355	15,401
St. Joseph	13,092	10,372	12,897
Sioux City	15,511	15,886	15,400
Wichita	7,482	7,379	4,553
Fort Worth	2,005	2,373	.....
Philadelphia	12,116	10,529	12,728
Indianapolis	11,476	10,190	11,824
New York & Jersey City	36,198	33,255	36,979
Oklahoma City	4,334	3,934	4,327
Cincinnati	15,861	13,238	17,411
Denver	.....	5,364	4,953
Total	253,109	241,789	264,932

SHEEP.			
Chicago	87,923	57,160	57,540
Kansas City	16,661	19,770	23,147
Omaha	49,111	48,075	48,549
St. Louis	5,206	10,619	8,357
St. Joseph	21,550	22,182	18,743
Sioux City	13,682	16,015	12,626
Wichita	1,753	1,777	1,064
Fort Worth	11,580	10,475	.....
Philadelphia	8,657	8,876	8,275
Indianapolis	1,797	1,678	1,091
New York & Jersey City	87,545	87,021	83,399
Oklahoma City	1,628	1,502	597
Cincinnati	2,568	3,823	4,534
Denver	.....	5,403	4,175
Total	312,961	294,476	272,117

U. S. INSPECTED HOG KILL.

At nine centers during week ended Friday, Aug. 22, 1931:

	Week ended Aug. 22.	Prev. week.	Cor. week, 1930.
Chicago	73,775	76,803	89,783
Kansas City, Kan.	11,939	11,960	13,979
Omaha	28,152	27,405	24,129
*East St. Louis	27,559	24,594	31,436
Sioux City	22,376	20,972	22,550
St. Paul	29,377	32,596	27,787
St. Joseph	15,331	17,289	15,710
Indianapolis	11,774	9,996	10,127
New York and J. C.	31,905	29,010	26,941
Total	290,888	290,165	263,442

*Includes St. Louis, Mo.

BRITISH CATTLE MARKETS.

Canadian shippers of live cattle to British markets are urged to send only select animals, as any other kind sells indifferently. Even in the face of quality lower prices are said to be likely.

A considerable British business for Canadian producers has been developed on live cattle and, according to a recent statement of the Canadian Department of Agriculture, these cattle have made an excellent reputation, and "have been more in line with British requirements than at any other time in the history of our export trade."

A recent cable from the agricultural products representative for Canada in Great Britain, reflects the market as follows: "Cattle markets weaker. Our best hope is strict selection for type and quality of all weights, either fats or stores. Anything else sells indifferently. Lower prices likely."

THE WEEK IN HOG FUTURES.

Transactions in the hog futures market are reported by the Chicago Livestock Exchange for the week ended Aug. 28, 1931, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended Aug. 28.	Since March 1, 1930.
Pounds sold	82,500	22,487,500
Hogs sold	390	95,010
Contracts sold	5	1,317
Hogs delivered	.....	17,891
Pounds delivered	.....	4,060,810
Av. wt. hogs delivered	.....	200

Active quotations on future contracts for the week ended August 28, 1931.

	Light.*	Med.	Heavy.	Un-even.
SATURDAY, AUGUST 22, 1931.				
No transactions.				
MONDAY, AUGUST 24, 1931.				
Sept.			\$ 6.50	
TUESDAY, AUGUST 25, 1931.				
Dec.			\$ 5.25	
WEDNESDAY, AUGUST 26, 1931.				
No transactions.				
THURSDAY, AUGUST 27, 1931.				
Sept.			\$ 6.50	
FRIDAY, AUGUST 28, 1931.				
No Transactions.				

*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 260 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Un-even weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; excludes hogs weighing under 160 lbs. or more than 330 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

REPORT DIRECT LAMB SALES.

Contract and direct sales of sheep and lambs in producing areas will be included in the livestock market news service of the Bureau of Agricultural Economics, U. S. Department of Agriculture, beginning September 15. Quotations of prices, amount of sales and grade information will be included so far as these can be obtained.

This is a new feature in the livestock market news service on lambs, since transactions of this nature have not heretofore been covered. This service will be extended later to cover cattle. The experiment in reporting direct hog sales in Iowa and Minnesota has demonstrated the feasibility and usefulness of this kind of service for hogs, says the bureau.

The areas to be covered first on sheep and lambs will include Utah, Wyoming, southern Idaho, southwestern Montana, Nevada, eastern Oregon and California. The service will be inaugurated by the Livestock, Meats and Wool Division of the Bureau of Agricultural Economics from its office at Ogden, Utah. No information which the department releases will disclose the names of buyers or sellers, or the identity of the livestock, or the immediate locality in which the transactions are made. The reports will summarize and analyze the transactions in well defined areas, such as the San Pete area in Utah, southern Idaho, southwestern Montana, etc.

CANADIAN CATTLE EXPORTS.

Canadian cattle exports during June, 1931, totaled 3,912 as reported by the U. S. Chamber of Commerce. Of this total 712 came to the United States, 2,710 went to Great Britain and 490 went to other countries.

HIDE PRICE DIFFERENTIALS.

The adjustment committee of the New York Hide Exchange on August 19, 1931, fixed the following price differentials between basis, premium and discount grades of hides deliverable against Exchange contracts. These are effective August 20, to prevail until further notice.

FRIGORIFICO.

	Cents per pound.
Steers	1.40 premium
Light steers	.45 premium
Cows	.45 premium
Ex. light cows and steers	.75 premium

PACKER.

Heavy native steers	1.00 premium
Ex. light native steers	No differential
Heavy native cows	.50 discount
Light native cows	.50 discount
Heavy butt branded steers	1.00 premium
Heavy Colorado steers	.30 premium
Heavy Texas steers	1.00 premium
Light Texas steers	.50 premium
Ex. light Texas steers	.50 discount
Branded cows	.50 discount

PACKER TYPE.

Branded cows and steers	1.50 discount
Native cows and steers	.50 discount

Based on hides taken off in the United States and Canada in non-discount months of July, August, and September, and on hides taken off in the Argentine in non-discount months of December, January, and February. Differentials on frigorifico hides are based on delivery from dock or warehouse, duty paid.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended August 22, 1931, were 3,437,000 lbs.; previous week, 4,550,000 lbs.; same week last year, 2,602,000 lbs.; from January 1 to August 22 this year, 136,757,000 lbs.; same period a year ago, 125,249,000 lbs.

Shipments of hides from Chicago for the week ended August 22, 1931, were 5,271,000 lbs.; previous week, 2,617,000 lbs.; same week last year, 2,498,000 lbs.; from January 1 to August 22 this year, 120,169,000 lbs.; same period a year ago, 107,675,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended August 22, 1931:

	Week ending	New York.	Boston.	Phila.
Aug. 22, 1931	11,239	3,041	.....	.....
Aug. 15, 1931	71,950	33,090	20,991	.....
Aug. 8, 1931	9,500	.....	.....	.....
Aug. 1, 1931	42,306	.....	.....	.....
To date, 1931	585,244	85,600	247,071	.....
Aug. 23, 1930	33,101	12,885	.....	.....
Aug. 16, 1930	35,189	.....	.....	.....
To date, 1930	1,163,708	628,007	206,002	.....

JUNE CANADIAN HOG KILL.

Hogs slaughtered under inspection in Canada during June, 1931, amounted to 163,951, compared with 159,200 slaughtered during the corresponding month of last year. Slaughtering during the first six months of 1931 amounted to 975,043, compared to 1,037,720 during the 1930 corresponding six months. Average weight of hogs slaughtered during June was 212 lbs.

U. S. LEATHER DIVIDEND.

U. S. Leather Co. has declared a quarterly dividend of \$1.75 on prior preferred stock payable Oct. 1 to stock of record Sept. 10.

Hide and Skin Markets

Chicago.

PACKER HIDES—There is no established market on packer hides at the moment. With the continued decline in the Hide Exchange prices, bids were withdrawn from the market early in the week, and no support was available in the way of demand for hides to be delivered against Exchange contracts. The continued financial trouble in Europe has resulted in foreign upper leather being offered in this market at lower prices, and the apparent weakness in the raw material market has further helped to unsettle values in the leather market, which in turn has had the usual vicious circle effect on the raw material market.

However, there is a broad interest in the hide market and numerous inquiries were reported, with the idea of sounding out packers as to definite prices on offerings. Late this week bids appeared at 9c for native steers, 8½c for Colorados, and early bids of 8c for light native cows were later advanced to 8½c. Some hides are understood to be available at a cent over these figures, but the larger killers have made no definite offerings and appear willing to wait out the situation, meanwhile quoting last trading prices of 11c for native steers and 10½c for Colorados.

Native steers last sold at 11c by big packers; local small packer association sold two cars September steers this week at 10c for Exchange purposes; later bids of 9c declined. Extreme native steers are quotable about on a par with light native cows.

Butt branded steers quoted 9@10c, nom., in some directions, others quoting 11c nom. Colorados last sold at 10½c; bids of 8½c declined. Heavy Texas steers quotable on parity with butt brands, and light Texas steers with Colorados. Extreme light Texas steers last sold at 10c; quoted 9c asked.

Heavy native cows quotable around 9c, nom. Resales of light native cows were reported late last week on winter take-off, ranging 7½c for January to 7½c for March; last sale by local small packer association was at 10c; late bids of 8c were advanced to 8½c, and declined. Branded cows quoted around 9c, nom.

Native bulls around 6c, nom.; branded bulls 5@5½c, nom.

Only activity in South American market was 2,000 Argentine steers early at \$29.50, equal to 9-7/16@9½c, c.i.f. New York, as against \$29.37½ gold or 9½c paid last week. Later, 2,000 Uruguay steers sold to Russia at \$31.25-gold; also 2,500 Sansinena light steers equal to 8-11/16c, c.i.f. New York.

SMALL PACKER HIDES—No market established yet on local small packer August all-weights, pending some action on big packer light cows. Local small packer association moved two cars September native steers at 10c.

COUNTRY HIDES—With the general unsettlement in the packer market, country hide business has been very slow, and prices are generally quoted on a purely nominal basis. Holders can hardly afford to sell at buyers' ideas at present, and some tanners have refused to take on hides even at these levels. The market will not be actually established until there is some movement on big packer light cows. All-

weights are quoted around 6c, nom., selected, delivered. Heavy steers and cows slow around 6c, nom. Buff weights last sold at 7c but generally quoted 6½c top, and intimated could be bought at this figure in some directions. Some 25/45 lb. extremes were reported early at 8½c, and generally quoted 8@8½c, with buyers indicating 8c as their top figure. Bulls offered at 4c, flat. All-weight branded slow around 5c, flat, less Chicago freight.

CALFSKINS—There is no established market on packer calfskins at present. This market has suffered considerably from imports of European skins at prices lower than the nominal domestic market, in spite of the tariff. Last trading price of 16c for June skins bears no relation to the present market, which is talked nominally in some quarters at 12½@13½c; some insist that June-July calf are available at inside figure, while some packers not offering at any price.

Chicago city calfskins had another set-back when a car 10/15 lb. skins sold at 12c, a full cent decline; last trading on 8/10 lb. was at 9½c. Outside cities, 8/15 lb., quoted around 10½@11c; mixed cities and countries about 9½c, nom.; straight countries 8½@9c.

KIPSKINS—Trading awaited to establish market, which is talked around 12@12½c, nom., with last actual trading in July packer kips at 13½c for northern natives and 12½c for over-weights.

Chicago city kipskins slow and nominal around 10½@11c. Outside cities 10@10½c, nom.; mixed cities and countries 9@9½c; straight countries down to 8@8½c.

Packer regular slunks last sold at 70c; hairless 25@30c.

HORSEHIDES—Market dull and quiet. Good city renderers available at \$2.75@3.00; mixed city and country northern lots \$2.25@2.50; straight countries \$1.75@2.00 asked.

SHEEPSKINS—Dry pelts fairly firm at 10½c for full wools. Production of big packer shearlings continues light and demand good; last trading was at 65c for No. 1's and 30c for No. 2's, while some choice shearlings sold earlier at 70c for No. 1's and 35c for No. 2's. Packers generally quote summer pickled skins around \$3.00 per doz. at Chicago; trading reported in one direction at \$2.50 per doz. but not confirmed, and buyers' ideas not over this figure. Small packer lamb pelts selling around 55c.

PIGSKINS—No. 1 strips for tanning dull and 2½@5c, nom. Fresh frozen gelatine scraps quoted 2c per lb., Chicago, for prompt and about 2½c for future shipment.

New York.

PACKER HIDES—Nothing new in the packer hide market. One packer reported still holding half of July branded hides, another holding half of entire July production. Market awaiting action in the western packer market.

COUNTRY HIDES—Trading at a standstill and prices quoted purely nominally, around 6½c top for buff weights and 8@8½c for 25/45 lb. extremes.

CALFSKINS—Calfskin market reported quiet, with last sale of 5-7 lb.

cities at 90c, 7-9 cities at \$1.25, and 9-12 quoted \$1.85@1.95, nom. Some trading in 17 lb. up kips reported at \$2.50@2.60.

New York Hide Exchange Futures.

Saturday, August 22, 1931—Close: Sept. 7.50n; Oct. 8.10n; Nov. 8.60n; Dec. 9.15b; Jan. 9.60n; Feb. 10.00n; Mar. 10.40b; Apr. 10.70n; May 11.05n; June 11.41 sale; July 11.60n. Sales 39 lots.

Monday, August 24, 1931—Close: Sept. 7.25 sale; Oct. 7.95n; Nov. 8.45n; Dec. 8.95@9.00; Jan. 9.40n; Feb. 9.80n; Mar. 10.20@10.25; Apr. 10.50n; May 10.90n; June 11.25@11.30; July 11.45n. Sales 75 lots.

Tuesday, August 25, 1931—Close: Sept. 7.40b; Oct. 8.00n; Nov. 8.50n; Dec. 9.00@9.15; Jan. 9.45n; Feb. 9.90n; Mar. 10.30 sale; Apr. 10.60n; May 10.95n; June 11.30@11.35; July 11.50n. Sales 43 lots.

Wednesday, August 26, 1931—Close: Sept. 7.25n; Oct. 7.55n; Nov. 8.05n; Dec. 8.55 sale; Jan. 9.00n; Feb. 9.45n; Mar. 9.83@9.85; Apr. 10.15n; May 10.45n; June 10.85 sale; July 11.05n. Sales 105 lots.

Thursday, August 27, 1931—Close: Sept. 7.20b; Oct. 7.45n; Nov. 7.95n; Dec. 8.43 sale; Jan. 8.85n; Feb. 9.30n; Mar. 9.65@9.75; Apr. 10.00n; May 10.30n; June 10.65@10.75; July 10.85n. Sales 85 lots.

Friday, August 28, 1931—Close: Sept. 7.20@7.40; Oct. 7.40n; Nov. 7.90n; Dec. 8.35@8.45; Jan. 8.80n; Feb. 9.25n; Mar. 9.65 sale; Apr. 10.00n; May 10.30n; June 10.60 sale; July 10.85n. Sales 127 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Aug. 28, 1931, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Aug. 28.	Prev. week.	Cor. week, 1930.
Spr. nat.			
strs.	10½@11n	@12n	14½@15n
Hvy. nat.			
strs.	9b @10ax	@11	@13½
Hvy. Tex.			
strs.	9 @10n	@11n	@13½
Hvy. butt brand'd			
strs.	9 @10n	@11n	@13½
Hvy. Col.			
strs.	8½b @ 9½ax	@10½	@13
Ex-light Tex.			
strs.	9n	@10½n	@10
Brand'd cows		@9ax	@10
Hvy. nat. cows		@9n	@10½n
Lt. nat.			
cows	8½b @ 9½ax	@10	@11
Nat. bulls		@6n	@7½
Brnd'd bulls.	5 @ 5½n	5½ @ 7	8 @ 8½
Califskins	12½ @ 13n	14 @ 15n	19½ @ 20
Kips, nat.	12 @ 12½n	13 @ 13½n	17 @ 17½
Kips, ov-wt.	11 @ 11½n	12 @ 12½n	@15
Kips, brand'd.	9 @ 9½n	10 @ 10½n	@13n
Slunks, reg.	@70	@75	@1.15
Slunks, hrls.	25 @ 30	@30	@30n

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	9 @ 9½n	10 @ 10½n	@10½
Brnd'd	8 @ 8½n	@10n	@10
Nat. bulls	@6n	@6½n	@7n
Brnd'd bulls.	@5n	@5½n	@6n
Califskins	@11n	11½ @ 12n	16½ @ 17
Kips	@11n	@11n	@15½n
Slunks, reg.	@70	@70	@1.10n
Slunks, hrls.	@25	@25	@20n

COUNTRY HIDES.			
Hvy. steers...	@6n	@6½n	@7
Hvy. cows...	@6n	@6½n	@7
Bufs	@6½n	@7	@8
Extremes	8 @ 8½	@8½	@10
Bulls	@4x	@4½n	5 @ 5½
Califskins	8½ @ 9n	9 @ 9½	12 @ 12½
Kips	8 @ 8½n	@9	11 @ 11½
Light calf	.30 @ 40	30 @ 40	30 @ 1.00
Deacons	.30 @ 40	30 @ 40	30 @ 1.00
Slunks, reg.	.25 @ 35	.25 @ 35	30 @ 1.00
Slunks, hrls.	5 @ 10n	5 @ 10n	5 @ 10n
Horsehides	.2.00@3.00	2.00@3.00	2.75@3.75

SHEEPSKINS.			
Pkr. lambs.	.....	.....	.....
Sml. pkr.	.....	.....	.....
lambs	@55	50 @ 55	.....
Pkr. shearings	.65 @ 70	65 @ 70	35 @ 65
Dry pelts ..	@10½	@10½	@10

Chicago Section

Joseph M. Emmart, president of the Emmart Packing Co., Louisville, Ky., was a visitor in the city this week.

A. Marcien of the Pelican Meat Markets, Inc., New Orleans, La., spent several days in Chicago this week.

John W. Rath, president of the Rath Packing Co., Waterloo, Ia., was in Chicago this week.

J. E. Decker, president of J. E. Decker & Sons, Mason City, Ia., was in the city during the week.

Robert C. Johnson, vice president of Oscar Mayer & Son, Madison, Wis., was a Chicago visitor this week.

Otto Finkbeiner, president of the Little Rock Packing Co., Little Rock, Ark., was in Chicago this week.

Ira Lowenstein, president and treasurer of the Superior Packing Co., is spending his vacation at Mackinac Island this year.

Vice President E. S. Waterbury, Armour and Company, is spending a vacation with Mrs. Waterbury in the Lac du Flambeau region of Wisconsin.

Frank A. Hunter, president and general manager of the East Side Packing Co., E. St. Louis, Ill., was a visitor in Chicago this week.

J. C. Stentz, treasurer and director of sales of John Morrell & Co., Ottumwa, Ia., came into Chicago for a few days this week.

W. H. Goelke, head of the Walker Properties Association, manufacturers of meat specialties, Austin, Tex., was in Chicago for a day this week.

Frederick V. Dodge, general sales manager of the Mono Service Company, Newark, N. J., manufacturers of the famous Kleen Kups for sausage, lard, etc., was a visitor in Chicago this week.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 23,196 cattle, 5,453 calves, 37,300 hogs and 48,016 sheep.

A. C. Stott, of the refinery department of Swift & Co., returned this week from a two weeks' vacation. While his reticence to reveal where he spent his time could not be overcome, he reports that he had an exceedingly good time.

C. B. Martin, president of Sterne & Son Co., is enjoying a vacation in the northern woods of Wisconsin and has sent word back that he has some new and original fish stories to tell when he gets back next week.

Boulevard Kosher Meat Markets, 3637 W. Roosevelt Road, Chicago, has been incorporated to own and operate meat markets, with a capital of \$2,100. The incorporators are Meyer Levin, Emil Peller and Rosalyn Laser.

C. B. Heinemann, service manager of the Kennett-Murray Buying Organization, livestock order buyers, has returned to his Washington, D. C., headquarters after a nice cool vacation spent in the Deep South. The watermelon crop suffered severely during his visit.

Provision shipments from Chicago for the week ended August 22, 1931, with comparisons, were as follows:

	Cor. wk., 1930.	Last wk. Prev. wk. 1930.
Cured meats, lbs.	13,613,000	11,971,000 14,469,000
Fresh meats, lbs.	42,294,000	41,905,000 44,394,000
Lard, lbs.	7,705,000	6,390,000 8,761,000

The many friends of Samuel Isaac, of the Independent Casings Co., who was injured in an automobile accident about two months ago, will be pleased to learn that he is out of the hospital and rapidly regaining his strength. He expects to be back on the job in a week or two.

Ben Barrows, manager of the by-products department of the Jacob Dold Packing Co., Buffalo, N. Y., is spending his vacation with his family in the Adirondacks at Wilmington, N. Y., fishing and having a good time in general. Mr. Barrows will go from there to Montreal on a business trip.

A meeting of the Commission on Inspection, American Institute of Meat Packers, held Thursday of this week, was attended by several out of town packers including: Frank A. Hunter, president East Side Packing Co., East St. Louis, Ill.; Otto Finkbeiner, president Little Rock Packing Co., Little Rock, Ark.; George N. Meyer, treasurer Fried & Reineman Packing Co., Pittsburgh, Pa.; Jester D. Newcomb, president Lake Erie Packing Co., Cleveland, O.; H. H. Meyer, president The H. H. Meyer Packing Co., Cincinnati, O.; J. M. Emmart, president Emmart Packing Co., Louisville, Ky.; John W. Rath, president Rath Packing Co., Waterloo, Ia.; H. C. Kuhnner, president Kuhnner Packing Co., Muncie, Ind.

ARMOUR PERSONNEL CHANGES.

H. G. Mills, vice president in charge of operations of Armour and Company, announces the appointment of T. J. Tynan as general manager at Denver, succeeding Paul A. Dett, who has been transferred to other duties. M. J. Felling will be associated with Mr. Tynan as assistant general manager. Mr. Tynan has been with Armour and Company since 1917, when he started in the stock room in the Jersey City branch. His experience has covered selling, accounting, management, etc. Mr. Felling has been in the beef and small stock divisions, starting with the company at St. Joseph, Mo., in 1906.

A. L. Capps, who until recently has been assistant general manager of the Chicago plant, will assist Mr. Mills in supervision of the Denver, Spokane, Jersey City, Indianapolis and Pittsburgh plants.

Carl Overaker, after an absence of four years, has returned to Armour and Company and will represent the canned foods department in the Eastern terri-

tory, with particular attention to the chain store business. Mr. Overaker is widely known in the packing industry, and before resigning from the company four years ago was head of fresh pork cuts and fresh sausage sales.

ADVERTISING AS A REMEDY.

Prospects for the year immediately ahead of the pork packer include large supplies at a period when consumptive outlet is more or less limited.

How are these supplies to be disposed of? Is it to be through price-cutting and other competitive means, often so disastrous both to the price-cutter and to everyone else in his field?

Meat advertising is suggested as a means of helping to move the prospective large supply of pork products at a fair return to packer and producer. E. G. James, head of the well-known provision brokerage firm, E. G. James Company, points out the advantage to be gained through advertising meat and the small cost involved in doing this, provided everyone concerned participates.

"It is well known that the marketing of surplus product sets the market price of the whole," says Mr. James. "Taking into consideration general business depression, large unemployment and lack of signs of a quick improvement, it would appear that the meat industry is facing a year where production may be considerably in excess of demand for consumption.

"If the experience of the past, and particularly this year, is any criterion it will mean, unless some action is taken to stimulate consumption, sales will again be forced on a price basis to relieve congestion and enable packers to continue operations.

"Other food industries, when faced with increased production, have increased consumption enormously by advertising as an industry on a health propaganda basis. While most food industries have benefited, the meat industry is probably the only one which has continuously suffered from health propaganda. This propaganda has not only been misleading, it has frequently been directly untruthful.

"There is much that can be said regarding the virtues of meat in the diet from a health standpoint. To anyone who is not in the business, it is unbelievable that it has not been taken advantage of generally in consistent and continuous advertising campaigns by the industry as a whole.

"Meat apart from its ranking of first place in foods for digestibility has vitamin contents, energy building qualities and other qualities which can be worked up to good advantage in consistent and continuous advertising campaigns. During conditions, such as are existing at the present time, the extremely low price is a factor which can be worked up to compel the selling to consumers at reasonable prices. Light consumption of meats has frequently been due to retailers not passing on to the consumer the advantage of low costs.

"What, if anything, is going to be done to provide an outlet for all the

F. C. ROGERS, INC.NINTH AND NOBLE STREETS
PHILADELPHIA**PROVISION
BROKER**Member of New York Produce Exchange
and Philadelphia Commercial Exchange

product that will probably be produced during the coming year? Will it be obtained by methods which will increase consumption at a fair moderate price, or will it be obtained by selling at a cheap price below cost?

"An advertising campaign would benefit not only packers, but would be of equal advantage to sausage manufacturers, meat jobbers, retailers and live stock producers. If pro-rated among these various sections, the expense per firm would be very small compared to the results that should be obtained."

BOOTH FISHERIES FIGURES.

Booth Fisheries Co. annual report shows a net loss \$1,204,689, compared with a net profit of \$225,925 for the preceding fiscal year, equivalent to \$4.50 a share on the preferred stock outstanding. Surplus now stands at \$458,366. There are accumulated dividends on the preferred stock from Oct. 1, 1920, which would amount to \$3,849,846 on Oct. 1 next. Balance sheet as of May 2 shows current assets of \$5,102,372 and current liabilities of \$4,445,097. Funded debt is \$6,051,700. Report was issued by K. L. Ames, president.

GERMAN CASINGS.

Summer dullness in the German casings market was accentuated by the financial crisis. Sales of American casings were rendered difficult by competition from domestic and cheap Danish stock.

Hog casings were in poor demand and cheap domestic and Danish offerings were so plentiful that practically no American business was done. Prices for German casings were from 20 to 25 cents per 100 yds. There was no call for wide and extra wide. Hog bungs were confronting practically the same situation.

Beef middles were sold at second hand on a declining market. Prices were about 95 cents per set for middle size 110 sets per tierce. Beef rounds exports found a very quiet market, with a dull outlook. No future sales were made; only necessary requirements were covered from inland stocks. Prices remained about the same. Wide export round, 140 sets to the tierce, were sold at 47 cents per set; medium, 190 sets per tierce, at 22 cents per set. Beef bungs were in poor demand and prices were low.

Imports of casings in June totalled

3,894 metric tons, an increase of 240 tons over the same period for 1930, but practically the same as in May, 1931.

BRITISH MEAT PRODUCTION UP.

Hogs and breeding sows show a heavy increase for 1931, compared to 1930, in both England and Wales. Sheep and cattle also increased substantially in these two countries, but there has not been the increase in these that has been shown for hogs.

Hogs were estimated at 2,777,000 on June 1, 1931, an increase of 20 per cent over 1930. Brood sows for the corresponding period showed an increase of 27 per cent over 1930 and were only 11 per cent below the record number in 1924. Sheep numbers for these countries showed an increase of 9 per cent over 1930. This is the largest number reported since 1916. The pre-war level has not yet been reached, however, as the average for 1910-14 was 18,346,000. Cattle showed a somewhat smaller increase at 4 per cent. For the last four years cattle numbers have hovered around the 6,000,000 mark, whereas from 1925 to 1927 the number of cattle averaged about 6,200,000, somewhat higher than the former.

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ROBERT J. McLAREN, A. I. A.

ARCHITECT

DESIGNING AND SUPERVISING CONSTRUCTION
of
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PACKING HOUSE PRODUCTS
CHICAGOSPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT
CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
August 27, 1931.

REGULAR HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
8-10	12 1/2	14 1/2	15 1/2
10-12	12	14	15
12-14	11 1/2	13 1/2	14 1/2
14-16	11 1/4	13 1/4	14 1/4
16-18 range	11 1/4	13 1/4	14 1/4

BOILING HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12	10 1/2	12 1/2	13 1/2
12-14	10 1/4	12 1/4	13 1/4
14-16	10 1/4	12 1/4	13 1/4
16-22 range	10 1/2 @ 10 1/4	12 1/2 @ 12 1/4	13 1/2 @ 13 1/4

SKINNED HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12	14 1/2	15 1/2	16 1/2
12-14	14	15	16
14-16	13 1/2	14 1/2	15 1/2
16-18	13 1/4	14 1/4	15 1/4
18-20	13 1/4	14 1/4	15 1/4
20-22	13 1/4	14 1/4	15 1/4
22-24	13 1/4	14 1/4	15 1/4
24-26	13 1/4	14 1/4	15 1/4
26-30	13 1/4	14 1/4	15 1/4
30-35	13 1/4	14 1/4	15 1/4

PICNICS.

	Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.
4-6	10 1/2	12 1/2	13 1/2
6-8	9 1/2	11 1/2	12 1/2
8-10	9 1/4	11 1/4	12 1/4
10-12	9 1/4	11 1/4	12 1/4
12-14	9 1/4	11 1/4	12 1/4

BELLIES.

	Green. Sq. Sides.	Cured. S.P.	Dry Cured.
6-8	13 1/2	14 1/2	15 1/2
8-10	13 1/4	14 1/4	15 1/4
10-12	13 1/4	14 1/4	15 1/4
12-14	13 1/4	14 1/4	15 1/4
14-16	13 1/4	14 1/4	15 1/4
16-18	13 1/4	14 1/4	15 1/4
18-20	13 1/4	14 1/4	15 1/4
20-25	13 1/4	14 1/4	15 1/4
25-30	13 1/4	14 1/4	15 1/4
30-35	13 1/4	14 1/4	15 1/4
35-40	13 1/4	14 1/4	15 1/4
40-50	13 1/4	14 1/4	15 1/4

D. S. BELLIES.

	Clear. Standard.	Fancy.	Rib.
14-16	7 1/2	8 1/2	9 1/2
16-18	7 1/4	8 1/4	9 1/4
18-20	7 1/4	8 1/4	9 1/4
20-25	7 1/4	8 1/4	9 1/4
25-30	7 1/4	8 1/4	9 1/4
30-35	7 1/4	8 1/4	9 1/4
35-40	7 1/4	8 1/4	9 1/4
40-50	7 1/4	8 1/4	9 1/4

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	6 1/4	6 1/2
10-12	6 1/4	6 1/2
12-14	6 1/4	6 1/2
14-16	6 1/4	6 1/2
16-18	6 1/4	6 1/2
18-20	6 1/4	6 1/2
20-25	6 1/4	6 1/2

OTHER D. S. MEATS.

Extra short clears	35-45	6 1/4 n
Extra short ribs	35-45	6 1/4 n
Regular plates	4-6	5 1/2
Clear plates	4-6	5 1/2
Jowl butts	4-6	5 1/2
Green square jowls	4-6	5 1/2
Green rough jowls	4-6	5 1/2

FUTURE PRICES.

SATURDAY, AUGUST 22, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.27 1/2	7.27 1/2	7.15	7.15n
Sept.	7.27 1/2	7.27 1/2	7.15	7.15
Oct.	6.42 1/2	6.42 1/2	6.30	6.32 1/2 b
Jan.	6.35	6.35	6.35	6.35ax
CLEAR BELLIES—				
Aug.	6.62 1/2	6.62 1/2	6.52 1/2	6.52 1/2 n
Sept.	6.62 1/2	6.62 1/2	6.52 1/2	6.52 1/2 ax
Oct.	6.75	6.75	6.62 1/2	6.62 1/2 ax
Dec.	6.75	6.75	6.62 1/2	6.62 1/2

MONDAY, AUGUST 24, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.15	7.15	7.05	7.07 1/2 n
Sept.	7.15	7.15	7.05	7.07 1/2 ax
Oct.	7.10	7.10	7.02 1/2	7.05
Dec.	6.30	6.30	6.12 1/2	6.15-12 1/2
Jan.	6.30	6.30	6.12 1/2	6.20ax
CLEAR BELLIES—				
Aug.	6.50	6.50	6.37 1/2	6.37 1/2 n
Sept.	6.50	6.50	6.37 1/2	6.37 1/2 ax
Oct.	6.62 1/2	6.62 1/2	6.50	6.50ax

TUESDAY, AUGUST 25, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.02 1/2	7.05	7.00	7.05n
Sept.	7.02 1/2	7.05	7.00	7.05
Oct.	7.00	7.02 1/2	6.95	7.00
Dec.	6.10	6.10	6.02 1/2	6.05b
Jan.	6.12 1/2	6.12 1/2	6.05	6.05ax
CLEAR BELLIES—				
Aug.	6.30	6.30	6.20	6.30n
Sept.	6.30	6.30	6.20	6.30ax
Oct.	6.45	6.45	6.30	6.45ax

WEDNESDAY, AUGUST 26, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.00	7.07 1/2	7.00	7.05n
Sept.	7.00	7.07 1/2	7.00	7.05
Oct.	6.97 1/2-95	7.07 1/2	6.95	7.05ax
Dec.	6.00	6.25	6.00	6.25ax
Jan.	6.00	6.20	6.00	6.20b
CLEAR BELLIES—				
Aug.	6.12 1/2	6.25	6.12 1/2	6.25n
Sept.	6.12 1/2	6.25	6.12 1/2	6.25
Oct.	6.25	6.30	6.25	6.30b

THURSDAY, AUGUST 27, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.10	7.17 1/2	7.10	7.17 1/2 n
Sept.	7.10	7.17 1/2	7.10	7.17 1/2
Oct.	6.27 1/2	6.32 1/2	6.27 1/2	6.32 1/2 b
Jan.	6.27 1/2	6.35	6.27 1/2	6.35b
CLEAR BELLIES—				
Aug.	6.25	6.25	6.25	6.25n
Sept.	6.25	6.25	6.25	6.25ax
Oct.	6.40	6.40	6.37 1/2	6.37 1/2 ax

FRIDAY, AUGUST 28, 1931.

	Open.	High.	Low.	Close.
LARD—				
Aug.	7.25	7.45	7.25	7.42 1/2 n
Sept.	7.25	7.45	7.25	7.42 1/2 b
Oct.	6.47 1/2	6.50	6.47 1/2	6.47 1/2
Jan.	6.45	6.55	6.45	6.55ax
CLEAR BELLIES—				
Aug.	6.37 1/2	6.37 1/2	6.25	6.37 1/2 n
Sept.	6.37 1/2	6.37 1/2	6.25	6.37 1/2
Oct.	6.37 1/2	6.47 1/2	6.37 1/2	6.47 1/2 b

Key: ax, asked; b, bid; n, nominal; —, split.

CHICAGO RETAIL MEATS

Beef.

	Week ended Aug. 26, '31.	No. 1.	No. 2.	No. 3.	No. 4.	Cor. wk., 1930.
Rib roast, hvy. end..	27	18	30	27	18	
Rib roast, lt. end..	30	28	18	40	30	
Chuck roast	20	12	25	31	18	
Steaks, round	38	36	18	42	38	
Steaks, sirloin cut..	30	20	40	35	30	
Steaks, porterhouse..	45	40	20	50	40	
Steaks, flank	25	24	18	25	24	
Beef stew, chuck..	15	14	10	24	20	
Corned brickets, ..	22	21	12	32	28	
boneless	22	21	12	32	28	
Corned plates	9	9	10	18	10	
Corned rumps, bnl..	22	22	15	25	22	

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	28	12	30	18
Legs	28	12	28	20
Stews	12	10	15	10
Chops, shoulders ..	25	20	25	20
Chops, rib and loin	40	25	50	25

Mutton.

	Good.	Com.	Good.	Com.
Legs	18	12	24	18
Stew	8	8	14	10
Shoulders	12	10	16	10
Chops, rib and loin..	22	18	35	25

Pork.

	Good.	Com.	Good.	Com.
Loins, 8@10 av.	24	26	36	36
Loins, 10@12 av.	24	26	36	36
Loins, 12@14 av.	18	22	32	32
Loins, 14 and over ..	15	16	24	24
Chops	26	30	35	40
Shoulders	14	16	22	22
Butts	18	20	30	30
Spareribs	10	12	16	16
Hocks	12	12	18	18
Leaf lard, raw	9	9	12 1/2	12 1/2

Veal.

	Good.	Com.	Good.	Com.
Hindquarters	24	26	28	30
Forequarters	12	14	14	16
Legs	25	26	28	30
Breasts	15	16	20	22
Shoulders	14	16	20	22
Cutlets	18	20	30	30
Rib and loin chops ..	18	20	30	30

Butchers' Offal.

	Good.	Com.	Good.	Com.
Suet	14	14	14	14
Shop fat	14	14	14	14
Bone, per 100 lbs.	15	15	15	15
Calf skins	10	10	10	10
Kips	10	10	10	10
Deacons	8	8	8	8

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, 1 c. i. Chicago ..	104	
Salt peter, 25 bbl. lots, f.o.b. N. Y.:		
Dbl. refined granulated	84	8
Small crystals	74	
Medium crystals	74	
Large crystals	8	34
Dbl. retd. gran. nitrate of soda ..	34	
Less than 25 bbl. lots 1/2 c. more.	84	84
Boric acid, carload, in bbls., in		
5 ton lots or more	94	94
In bbls. in less than 5-ton lots ..	84	84
Borax, carload, powdered, in bbls. ..	44	44
In ton lots, gran. or pow., bbls. ..	8	44
Salt—		
Granulated, carlots, per ton, f.o.b. Chi-		
cago, bulk	94.00	
Medium, carlots, per ton, f.o.b. Chicago,		
bulk	91.00	
Rock, carlots, per ton, f.o.b. Chicago ..	84.00	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Or-		
leans	63.45	
Second sugar, 90 basis,	50.00	
Syrup testing 63 to 65 combined su-		
crose and invert, New York	6.50	
Standard gran. f.o.b. refiners (2%) ..	4.00	
Packers' curing sugar, 100 lb. bags,		
f.o.b. Reserve, La., less 2%	61.10	
Pe. Kays curing sugar, 250 lb. bags,		
f.o.b. Reserve, La., less 2%	61.00	

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	8	12
Cinnamon	12	16
Cloves	22	25
Coriander	5	7
Ginger	45	52
Mace	15	18
Nutmeg	15	18
Pepper, black	15	18
Pepper, Cayenne	15	18
Pepper, red	15	18
Pepper, white	15	18

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

COOPERAGE.

Ash pork barrels, black iron hoops..	\$1.40	@1.42 1/2
Oak pork barrels, black iron hoops..	1.47 1/2	@1.50
Ash pork barrels, galv. iron hoops..	1.60	@1.62 1/2
White oak ham tierces	2.45	@2.47 1/2
Red oak lard tierces	1.87 1/2	@1.90
White oak lard tierces	2.12 1/2	@2.15

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August 29, 1931.

THE NATIONAL PROVISIONER

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers—	Week ended Aug. 26, '31.	Cor. week, 1930.
400-600	17 @ 17 1/4	
600-800	15 1/4 @ 16 1/4	
800-1000	14 1/2 @ 15 1/2	
Good native steers—		
400-600	16 1/4 @ 16 3/4	
600-800	14 3/4 @ 15 1/4	
800-1000	14 1/4 @ 14 3/4	
Medium steers—		
400-600	15 1/4 @ 15 3/4	
600-800	13 1/2 @ 14 1/4	
800-1000	13 @ 13 1/2	
Hifers, good, 400-600	13 1/2 @ 15	
Owa, 400-600	8 @ 10	
Hind quarters, choice	@ 23 1/2	
Fore quarters, choice	@ 12	

Beef Cuts.

	Week ended Aug. 26, '31.	Cor. week, 1930.
Steer loins, prime	@ 32	
Steer loins, No. 1	@ 31	
Steer loins, No. 2	@ 30	
Steer short loins, prime	@ 43	
Steer short loins, No. 1	@ 39	
Steer short loins, No. 2	@ 33	
Steer loin ends (hips)	@ 22	
Steer loin ends, No. 2	@ 25	
Ow loin	@ 19	
Ow short loin	@ 14	
Ow loin ends (hips)	@ 14	
Steer ribs, prime	@ 21	
Steer ribs, No. 1	@ 20	
Steer ribs, No. 2	@ 19	
Ow ribs, No. 2	@ 12	
Ow ribs, No. 3	@ 10	
Steer rounds, prime	@ 20	
Steer rounds, No. 1	@ 17	
Steer rounds, No. 2	@ 16 1/2	
Steer chuck, prime	@ 13 1/2	
Steer chuck, No. 1	@ 11	
Steer chuck, No. 2	@ 10 1/2	
Ow rounds	@ 13	
Ow chuck	@ 8 1/2	
Steer plates	@ 6 1/2	
Medium plates	@ 4	
Butte, No. 1	@ 14	
Steer navel ends	@ 3 1/2	
Ow navel ends	@ 4	
Pure shanks	@ 5	
End shanks	@ 3 1/2	
Strip loins, No. 1, bbls.	@ 50	
Strip loins, No. 2	@ 40	
Stein butts, No. 1	@ 30	
Stein butts, No. 2	@ 22	
Beef tenderloins, No. 1	@ 55	
Beef tenderloins, No. 2	@ 70	
Bump butts	@ 18	
Pork steaks	@ 16	
Smolder clods	@ 10 1/2	
Hanging tenderloins	@ 8	
Ham, green, 56/8 lbs.	@ 13 1/4	
Knuckles, green, 56/6 lbs.	@ 9 1/2	
Knuckles, green, 56/8 lbs.	@ 12 1/2	

Beef Products.

Brains (per lb.)	@ 6	@ 10
Heart	@ 9	@ 10
Tongues	@ 22	@ 33
Sweetbreads	@ 15	@ 28
Ortail, per lb.	@ 6	@ 11
Stew, per lb.	@ 6	@ 8
Tripe, H. C.	@ 8	@ 10
Livers	@ 15	@ 18
Kidney, per lb.	@ 10	@ 15

Veal.

Choice carcass	@ 17	20 @ 21
Good carcass	@ 15	17 @ 19
Good saddles	@ 20	24 @ 28
Good racks	@ 10	13 @ 17
Medium racks	@ 9	9 @ 11

Veal Products.

Brains, each	@ 6	@ 10
Sweetbreads	@ 40	@ 60
Calf livers	@ 40	@ 55

Lamb.

Choice lambs	@ 19	@ 22
Medium lambs	@ 16	@ 19
Choice saddles	@ 22	@ 28
Medium saddles	@ 20	@ 25
Choice fores	@ 15	@ 17
Medium fores	@ 13	@ 15
Lamb fries, per lb.	@ 25	@ 33
Lamb tongues, per lb.	@ 12	@ 16
Lamb kidney, per lb.	@ 25	@ 33

Mutton.

Heavy sheep	@ 3	@ 7
Light sheep	@ 7	@ 11
Heavy saddles	@ 6	@ 8
Light saddles	@ 9	@ 14
Heavy fores	@ 4	@ 6
Light fores	@ 5	@ 8
Medium legs	@ 12	@ 15
Medium loins	@ 10	@ 13
Stew tongues	@ 4	@ 7
Stew steaks, per lb.	@ 10	@ 16
Stew heads, each	@ 10	@ 10

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 24	@ 31 1/2
Picnic shoulders	@ 11	@ 15 1/2
Skinned shoulders	@ 12	@ 17
Tenderloins	@ 42	@ 55
Spare ribs	@ 8	@ 12 1/2
Back fat	@ 9	@ 13
Boston butts	@ 10 1/2	@ 22 1/2
Boneless butts, cellar trim,		
2@4	@ 18	@ 26
Hocks	@ 7	@ 10
Tails	@ 7	@ 12
Neck bones	@ 4	@ 5 1/2
Slip bones	@ 10	@ 14
Blade bones	@ 9	@ 11
Pigs' feet	@ 4	@ 6
Kidneys, per lb.	@ 7 1/2	@ 8 1/2
Livers	@ 10	@ 13
Brains	@ 5	@ 7
Ears	@ 5	@ 7
Snouts	@ 7	@ 9
Heads	@ 8	@ 9

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 22	@ 26
Country style sausage, fresh in link	@ 15 1/2	@ 19 1/2
Country style sausage, fresh in bulk	@ 13 1/2	@ 17 1/2
Country style pork sausage, smoked	@ 18 1/2	@ 22 1/2
Frankfurts in sheep casings	@ 19 1/2	@ 23 1/2
Frankfurts in hog casings	@ 18 1/2	@ 22 1/2
Bologna in beef bungs, choice	@ 18 1/2	@ 22 1/2
Bologna in cloth, paraffined, choice	@ 14 1/2	@ 18 1/2
Bologna in beef middles, choice	@ 14 1/2	@ 18 1/2
Liver sausage in hog bungs	@ 16 1/2	@ 20 1/2
Smoked liver sausage in hog bungs	@ 20 1/2	@ 24 1/2
Liver sausage in beef rounds	@ 12 1/2	@ 16 1/2
Head cheese	@ 16	@ 20
New England luncheon specialty	@ 22	@ 26
Mixed luncheon specialty, choice	@ 17	@ 21
Tongue sausage	@ 22	@ 26
Blood sausage	@ 16	@ 20
Sausage	@ 15	@ 19
Polish sausage	@ 16	@ 20

DRY SAUSAGE.

Corvelat, choice, in hog bungs	@ 44	@ 54
Thuringer Corvelat	@ 19	@ 24
Farmer	@ 18	@ 23
Holsteiner	@ 26	@ 36
B. C. Salami, choice	@ 43	@ 53
Milano Salami, choice, in hog bungs	@ 37	@ 47
B. C. Salami, new condition	@ 19	@ 24
Frische choice, in hog middles	@ 35	@ 45
Genoa style Salami	@ 48	@ 58
Pepperoni	@ 33	@ 43
Mortadella, new condition	@ 43	@ 53
Capicola	@ 43	@ 53
Italian style hams	@ 55	@ 65
Virginia hams	@ 44	@ 54

SAUSAGE MATERIALS.

Regular pork trimmings	@ 6	@ 10
Special lean pork trimmings	9 1/2 @ 10	11 @ 15 1/2
Extra lean pork trimmings	@ 11	@ 15 1/2
Neck bone trimmings	7 1/2 @ 8	@ 11 1/2
Pork cheek meat	@ 14	@ 18
Pork livers	@ 12 1/2	@ 16 1/2
Pork hearts	@ 12 1/2	@ 16 1/2
Native boneless bull meat (heavy)	@ 7 1/2	@ 11 1/2
Boneless chuck	@ 6	@ 10
Shank meat	@ 5 1/2	@ 9 1/2
Beef trimmings	@ 4 1/2	@ 7 1/2
Beef hearts	@ 3 1/2	@ 6 1/2
Beef cheeks (trimmed)	@ 4 1/2	@ 7 1/2
Dressed calves, 350 lbs. and up	@ 4 1/2	@ 7 1/2
Un-dressed calves, 400 lbs. and up	@ 5 1/2	@ 8 1/2
Dr. bologna bulls, 600 lbs. up	@ 2	@ 4
Beef tripe	@ 18	@ 22
Pork tongues, canner trim S. F.	@ 7	@ 11

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:		
Domestic rounds, 180 pack	23	
Domestic rounds, 140 pack	35	
Export rounds, wide	51	
Export rounds, medium	25	
Export rounds, narrow	32	
No. 1 weasands	97	
No. 2 weasands	18	
No. 1 bungs	12	
No. 2 bungs	12	
Middles, regular	1.00	
Middles, select, wide, 2@2 1/2 in. diameter	1.25	
Dried bladders:		
12-15 in. wide, flat	1.70	
10-12 in. wide, flat	1.20	
8-10 in. wide, flat	.80	
6-8 in. wide, flat	.50	
Hog casings:		
Narrow, per 100 yds.	2.75	
Narrow, special, per 100 yds.	2.25	
Medium, regular, per 100 yds.	1.10	
Wide, per 100 yds.	.70	
Extra wide, per 100 yds.	.75	
Export bungs	30	
Large prime bungs	22	
Medium prime bungs	12	
Small prime bungs	6 1/2 @ 7	
Middles, per set	3	
Stomachs	.08	

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	35.00	
Large tins, 1 to crate	6.00	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	6.25	
Large tins, 1 to crate	7.25	
Smoked link sausage in hog casings—		
Small tins, 2 to crate	5.25	
Large tins, 1 to crate	6.25	

DRY SALT MEATS.

Extra short clears	@ 6 1/2	
Extra short ribs	@ 6 1/2	
Short clear middles, 60-lb. av.	@ 21	
Clear bellies, 18@20 lbs.	@ 6 1/2	
Clear bellies, 14@16 lbs.	@ 7 1/4	
Rib bellies, 20@25 lbs.	@ 6 1/2	
Rib bellies, 25@30 lbs.	@ 6 1/2	
Fat backs, 10@12 lbs.	@ 6 1/2	
Fat backs, 14@16 lbs.	@ 6 1/2	
Regular plates	@ 6	
Butts	@ 5 1/2	

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@ 20 1/2	
Fancy skd. hams, 14@16 lbs.	@ 21	
Standard reg. hams, 14@16 lbs.	@ 19	
l'cnic, 4@8 lbs.	@ 16 1/2	
Fancy bacon, 6@8 lbs.	@ 26 1/2	
Standard bacon, 6@8 lbs.	@ 21	
No. 1 beef ham sets, smoked		
Insides, 8@12 lbs.	@ 37	
Outsides, 5@9 lbs.	@ 28	
Knuckles, 5@9 lbs.	@ 34	
Cooked hams, choice, skin on, fattened	@ 29	
Cooked hams, choice, skinless, fattened	@ 30	
Cooked picnics, skin on, fattened	@ 21	
Cooked picnics, skinned, fattened	@ 22	
Cooked loin roll, smoked	@ 38	

BARRELED PORK AND BEEF.

Mess pork, regular	\$ @ 17.00	
Family back pork, 24 to 34 pieces	@ 22.50	
Family back pork, 35 to 45 pieces	@ 23.00	
Clear back pork, 40 to 50 pieces	@ 13.50	
Clear plate pork, 25 to 35 pieces	@ 15.50	
Brisket pork	@ 14.00	
Bean pork	@ 12.50	
Plate beef	@ 13.50	
Extra plate beef, 200 lb. bbls.	@ 13.50	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	@ 12.00	
Honeycomb tripe, 200-lb. bbl.	15.00	
Pocket honeycomb tripe, 200-lb. bbl.	17.00	
Pork feet, 200-lb. bbl.	16.50	
Pork tongues, 200-lb. bbl.	20.00	
Lamb tongues, long cut, 200-lb. bbl.	20.00	
Lamb tongues, short cut, 200-lb. bbl.	27.00	

OLEOMARGARINE.

White animal fat margarines in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 12	
Nut, 1-lb. cartons, f.o.b. Chicago	@ 11	
(30 and 60-lb. solid packed tubs, 1c per lb. less.)		
Pastry, 60-lb. tubs, f.o.b. Chicago	@ 11	

LARD.

Prime steam, cash (Ed. Trade)	@ 7.22 1/2	
Prime steam, loose	@ 6.97 1/2	
Kettle rendered, tierces, f.o.b. Chicago	@ 8 1/2	
Refined lard, tierces, f.o.b. Chicago	@ 9	
Lard, kettle rendered, tierces, f.o.b. Chicago	@ 9	
Neutral, in tierces, f.o.b. Chicago	@ 9 1/2	
Compound, vegetable, tierces, c.a.f.	@ 9 1/2	

OLEO OIL AND STEARINE.

Oleo stocks	@ 6	
Prime No. 1 oleo oil	@ 5 1/2	
Prime No. 2 oleo oil	@ 4 1/2	
Prime No. 3 oleo oil	@ 4 1/2	
Prime oleo stearine, edible	7 1/2 @ 7 1/2	

TALLOW AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre	4 @ 4 1/2	
Prime packers' tallow	@ 3 1/2	
No. 1 tallow 10% f.a.	2 1/2 @ 2 1/2	
No. 2 tallow, 40% f.a.	2 @ 2 1/2	
Choice white grease	3 @ 3 1/2	
A-White grease	2 1/2 @ 2 1/2	
B-White grease, max. 5% acid	2 1/2 @ 2 1/2	
Yellow grease, 10@15%	2 1/2 @ 2 1/2	
Brown grease, 40% f.a.	1 1/2 @ 2	

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley, points nom. prompt	5 @ 5 1/2	
White, deodorized, in bbls., f.o.b. Chicago	5 1/2 @ 5 1/2	
Yellow, deodorized	5 @ 5 1/2	
Soap stocks, 50% f.a., f.o.b.	4 @ 4 1/2	
Corn oil, in tanks, f.o.b. mills	5 @ 5 1/2	
Soy bean oil, f.o.b. mills	5 @ 5 1/2	
Cocconut oil, seller's tanks, f.o.b. coast	2 1/2 @ 2 1/2	
Refined in bbls., f.o.b. Chicago	6 1/2 @ 6 1/2	

Retail Section

Selling More Sausage Retailers Can Make More Money Pushing These Products

This information, prepared by the Meat Council of Chicago for the Sausage Campaign, will be found of practical value to every retailer.

The first installment, in the July 11 issue of THE NATIONAL PROVISIONER, gave general directions for selling more sausage.

The second installment of the series, appearing in the July 25 issue, told how to display sausage to the best advantage in the retail store.

The third installment, which ran in the Aug. 15 issue, pointed out successful ways of marketing sausage over the retail counter to the best advantage.

Sausage Window Displays.

There are few products more attractive to display than the various kinds of sausage. The meats are of a pleasing color, and retain their color, shape and fresh appearance in such a way that they can be featured in displays which will attract the eye of the consumer.

During the summer, it is not practical to display any but dry sausages in unrefrigerated windows. However, practically every packer or sausage manufacturer has cut-outs and window displays for sausages and these can be used for most attractive window displays. Or the dealer can obtain a few lettered placards which he can use to call attention to his sausage.

Dealers who have refrigerated display cases will find it especially advantageous to display sausage in them during the warm months because of the fact that summer is the big consuming season for many varieties.

During the cool months of spring and fall, and in the cold winter months, it is possible to display practically any type of sausage in an unrefrigerated window. The meats will retain their fresh appearance for a considerable length of time.

Must Sell the Goods.

One observation which the good window trimmer keeps constantly in mind is that, no matter how attractive a display may be, if it does not tell a story effectively, it will not sell goods.

Examples of what not to do are not hard to find. One large department store formerly made a practice of beautiful and elaborate window displays. The windows attracted a great deal of attention, but people did not respond in the way of buying. The windows were beautiful but they did not point out the advantages to the customer of ownership of the articles displayed, nor did they suggest that the prospective customer make purchases at that particular store.

How often, on the other hand, have

we observed the hardware man put on a display of camping equipment and guns, fishing tackle, etc., that told the story of the joys of camp life and the beneficial effects to health?

Of course every one has his own idea of the amount of money available for window display purposes. Some dealers feel that to decorate the window in any manner at all is a lot of wasted effort and expense. The majority of them, however, are pretty well sold on the desirability of window displays and their chief trouble is in getting the most possible in the way of display for the money they have available.

A Good Looking Window.

Construction of a good looking window that tells a story is not difficult. A display of the new frosted foods can be made by showing the packages and then dishes of the food that has been cooked. The same with sausage. If also in the window there is a card inviting people to come into the store and sample the sausages and meats, a great many will do so out of curiosity. Samples lead to sales.

Often mass alone will tell the story. A large quantity of anything in the window tells the story of plenty and conveys the impression of low cost. Arranging goods in curves, with no straight lines, gives a more pleasing

effect, and creates the impression that customers will receive prompt courteous treatment.

The eyes of man are said to be the windows to his soul. So, too, the windows of a retail meat market can be said to be the eyes of the store. The manner of their arrangement will determine the extent of the patronage the store will enjoy.

Above all the articles displayed must be seasonable. If the windows are attractive, if they are arranged with seasonable foods, such as sausage for the summer, and the store is located where a good many people pass to and fro before it every day, there is bound to be a considerable increase in the sale of the goods displayed over what would result where little or no attention is given to the windows.

The value of display and advertising material in selling sausage cannot be over-emphasized. The reader, interested in selling sausage, should familiarize himself with the material available from the Meat Council of Chicago and should request a supply from some of the salesmen who call on him.

Material of this nature will be available during the present sausage advertising campaign for the following items: Frankfurters (2); fresh pork sausage; liver sausage; bologna; minced luncheon specialty; luncheon specialty; head cheese, blood sausage and some; dry sausage, and cooked ham. The window streamers are printed in two colors.



RETAIL MEAT DEALERS DECIDE TO GET UP TO DATE.

Model food store which was the feature of the annual convention of the National Retail Meat Dealers' Association, at West Baden, Ind., this month. Meat retailers who copy this model will be ready to meet the opposition on its own ground.

Latest models in refrigerated meat counters were located at the right, and a refrigerated show window was at the front (not shown in the picture). The meat box is at the back. On the left is the grocery and canned goods display, and in the center the perishables, such as fruits, vegetables, bakery goods, etc.

This display was the idea of National Secretary John A. Kotal, and his efforts had a very significant result.

Retail Shop Talk

RETAIL COSTS INCREASING.

By John Meatdealer.*

Percentage of expenses to sales in a retail meat store has been showing a gradual increase in past years according to a study made recently of expenses, profits and losses in retail meat selling. For example, in 1930 the expenses that had to be taken from gross profits before net profit could be computed were greater than they were in 1929.

Fortunately, in 1930 the retail meat dealer's mark-up was slightly greater than it was in 1929, and consequently, he was able to deduct his increased selling expenses from this margin and still show approximately the same net profit. However, the fact that the ratio of expenses to sales has been increasing is one worthy of note, for if continued it may lead to disaster.

It is impossible to make a blanket suggestion of a method by which sales expenses can be reduced in all meat stores or in all food stores handling meat. Naturally each store has its own peculiar problems and has its own channels through which its profits slip. One store may not be charging enough for the less-demanded cuts of meat; another may be trimming meat carelessly and putting its profits in the garbage can; still another may be over-capitalized or may be paying too much rent; another may have too much help or losing money through unprofitable deliveries.

Are You Operating Profitably?

One of the most important things about this increase in sales expense is that it is recognized by only a small proportion of the men engaged in selling meat at retail. The nature of the meat business makes it difficult to know at all times whether or not a store is operating at a profit. A small leak may go unnoticed for a considerable length of time and result in a substantial loss to the proprietor of a store.

If a man is held up on a dark street at night and is relieved of \$50.00 by a thief, he realizes very fully that he has lost that money and will take steps to regain it or at least to avoid such an occurrence in the future by keeping off dark streets late at night, but if a retailer loses \$50.00 through increased expenses or inefficient operation and does not realize that he has lost the \$50.00, he does not take steps to correct this, and his loss continues. It is the nature of such things that these losses increase rather than decrease as time goes on.

The general solution that we would offer to the problem presented by the increase of this sales expense is that every retailer keep, at all times, a simple but complete operating statement in which every possible item of

his business is listed regularly. Because of the rapid turnover of product, such a statement should be made once each week.

An operating statement is not difficult to draw up, nor is it difficult to use to good advantage in the operation of a retail store, small or large. On one side, of course, should appear such items as cash sales, charge sales, merchandise on hand at beginning of period, and purchases for period. From the total of these items, merchandise on hand at the end of the period should be deducted, the result being the cost of the merchandise sold. This figure, subtracted from total sales, gives the gross profit.

How to Figure Expenses.

Now we come to items which determine whether or not the retail dealer will be able to conduct his business along a profitable line. In figuring expenses, too often some important item is left out which, if it were figured in, would turn that profit to net loss. Retailers who have operating statements might do well to check their items with the following ones to see if they are overlooking some point. Expenses which should be included in an operating statement include: proprietor's or officers' salaries; payroll; rent for period; light, heat and power for period, delivery expenses, ice or refrigeration, supplies, advertising, interest paid, insurance, taxes and licenses paid, repairs and replacements, miscellaneous operation expenses, depreciation allowance and bad debt allowance.

The sum of these items equals the total expenses for the period, and should be deducted from the gross profit to show net profit or loss from operation.

Such items as installments on equipment, which represent a transfer of cash on hand to assets in the form of fixtures, should be deducted from this total to show final net profit or loss.

By using this statement, a retailer should be able to find out quickly whether his business is being operated profitably, or whether he should reduce some of his expenses. The work comes in ascertaining which expenses are out of line. More careful trimming of meats, or reduction of loss through spoilage or shrinkage, or some other step, may change the situation in a retail meat store where net profits are too small into one where profits are sufficient to insure continuation of the business.

NEWS OF THE RETAILERS.

Clyde Charlton and C. C. Warwick are opening a meat market in the annex of the Hotel Harrington, Harrington, Wash.

The Stadium Market is being opened by Gunner Wingard, D. H. Rock and A. R. Wingard at Tacoma and North Firsts sts., Tacoma, Wash.

L. G. Carman has purchased a half interest in the M. & M. Market at Sheldon, Ia. Mr. Carman was formerly a salesman for Swift & Co.

Alva F. Roberts has engaged in the meat business at Caro, Mich.

Sherbeck & Thede have incorporated their meat and grocery business at 32 Walnut st., Mt. Clements, Mich., with a capital of \$6,000.

The Hawthorne Market has engaged

in business at 3038 Telegraph ave., Oakland, Cal.

W. M. Samuels has engaged in the meat business at 3802 Grove st., Oakland, Cal.

E. H. McClintock, Lindsay, Cal., has sold out his Sanitary Market to Paul Mohnike.

"Heavy" Hellowell, Lincoln, Cal., has added a meat department to his grocery store.

Yonkers Kosher Meat Products Co., Yonkers, N. Y., has been incorporated with a capital of \$10,000 by A. Naylor.

Jordan's Market has been moved from 1451 to 1520 Church st., San Francisco, Cal.

The Masonic Market has engaged in business at 1434 Haight st., San Francisco, Cal.

Walter F. Doehler has engaged in the meat business at 266 Russell st., Portland, Ore., under name of Waldo Meat Products Co.

The Lunch Meat Factory has engaged in business at 1513½ East 13th st., Portland, Ore.

The Farmer's Public Market has been opened at 356 N. Liberty st., Salem, Ore., by E. L. Gray.

The Carstens Packing Co. is reported to have succeeded to the meat market of Fred Urton at Harrington, Wash.

F. L. Lang has purchased the meat market of John E. Hult, at 1106 So. K. st., Tacoma, Wash.

Bioto's Grocery & Meat Market has been opened at St. Francis Park, Klamath Falls, Ore.

William J. Wiser, Troutdale, Ore., has moved his meat and grocery business into his new building.

Charles Kelly has sold the Broadmoor Quality Grocery & Market, 4212 E. Madison st., Seattle, Wash., to J. C. Kearns.

The City Meat Market, Medford, Ore., has been opened by Con DeVore.

Earl Redinger has purchased the meat business of W. J. McBeath, Wenatchee, Wash.

Dullum's Meat Market, Brainerd, Minnesota, was destroyed by fire.

Leonard Hanson Meat Market, Harris, Minnesota, was destroyed by fire.

Gillson and Lutz have opened a meat market at Mankato, Minn.

Sanitary Meat Market, Janesville, Wis., was damaged by fire.

Herbert Zremke, Union Grove, Wis., will move his meat market and general store to the Mark Hurn building about Oct. 1.

Peoria Meat Market has been opened at 202 Main st., Peoria, Ill., by Max Miller. This is the second of Mr. Miller's meat markets and is equipped with most up-to-date refrigerating cases and other sales adjuncts.

W. W. Royer, Tomahawk, Wis., has purchased the stock and equipment of the Theilman Meat Market and will operate it under the name of Royer's Groceries and Meats. The equipment will be thoroughly modernized.

Held Meat Market, Durkee bldg., Hartford, Wis., has been closed. Calvin Held, who operated the market, will join his father in the management of the West Bend Market. The altered arrangement was made because of the advancing age of the elder Held.

New York Section

AMONG RETAIL MEAT DEALERS.

Many interesting reports were made at the meeting of the Eastern District Branch on Tuesday of this week. Among these were the report of the new management of Food Distributors' which was well received. President Haas gave a report of the ball game between Jamaica and Eastern District teams at Bellmore the previous Sunday from which it appeared "our Al" is out a few dollars. However, his faith in the E. D. nine is unshaken, and a return match in the near future is planned. Executive Secretary Fred Reister reported in detail on the activities of Independent Merchants Association. The branch will continue to hold but one meeting a month until October. The next meeting will be September 22.

Discussions on the matter of fat, ice, skins, etc., were heard at the meeting of the Bronx Branch last week. The committee in charge of poultry buying for members is composed of E. Denny, Fred Hirsch and Leo Spandau. The annual dinner dance of this branch will be held January 24, 1932, in Ebling's Casino. Fred Hirsch gave a talk on insurance, mutual and otherwise. He stated several insurance companies are adding a towing policy to fire and theft insurance at the small sum of one dollar. Louis Bauer, having again started in business, is back on the active list. Signs have been placed requesting the beef houses to close all day Labor Day. Next meeting will be September 2.

Meat, fish, poultry and game seized and destroyed in the city of New York by the health department during the week ended August 22, 1931, were as follows: Meat.—Brooklyn, 1,270 lbs.; Manhattan, 470 lbs.; Bronx, 3 lbs.; Queens, 13 lbs.; total, 1,756 lbs. Fish.—Brooklyn, 200 lbs.; Manhattan, 20 lbs.; Bronx, 230 lbs.; total, 450 lbs. Poultry and Game.—Brooklyn, 27 lbs.; Manhattan, 59 lbs.; total, 86 lbs.

Pat Naughton, South Brooklyn Branch, is the first of the European vacationists to return. He landed in America last Sunday after a summer spent in Ireland. He is feeling wonderful, and has some great stories.

Joseph Behrman of Maspeth, member Eastern District Branch, is in Crown Heights Hospital, convalescing from a major operation.

Rosie Di Matteo, younger daughter of Mr. and Mrs. Albert Di Matteo, celebrated a birthday on August 25.

Louis Bauer, member of Bronx Branch, has opened a market on Gramanthe ave., Mount Vernon.

Mrs. L. Miller, member Ladies Auxiliary, is spending the summer at Long Beach.

WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

FIROR STARTS NEW MEAT FIRM.

Frank M. Firor, who recently resigned as head of Adolf Gobel, Inc., this week announces the establishment of the new meat manufacturing firm of Frank M. Firor, Inc., with plant and headquarters at First ave. and 33rd st., New York City.

The company will manufacture a full line of frankfurters, bologna products, cooked meats, boiled hams, delicatessen specialties and smoked meats, and will also merchandise a line of dried sausage and canned meats. The new trade mark is "Firor's Fine Flavored Foods."

The staff includes some of the men who aided Mr. Firor in building up the Gobel business. The officers are: Frank M. Firor, president; F. Howard Firor, first vice president; Albert Lewis, second vice president; Norman C. Plaatje, treasurer; Joseph B. Hallinan, secretary. F. Howard Firor will be in charge of production, Norman C. Plaatje in charge of sales and Joseph B. Hallinan in charge of office matters. Albert Lewis will be located in Springfield, Mass., in charge of sales in the New England territory.

Frank Firor's name is indelibly written on the meat trade history of the metropolitan district of New York. For many years he was the operating and sales executive of Geo. Kern, Inc., and when the Gobel organization was taken over after the death of its founder Mr. Firor was made its head, and led in bringing it to a foremost place among meat merchandising concerns. His new enterprise will permit him to capitalize his skill and experience as a manufacturer and a master merchandiser under his own name.

"In the course of the thirty years which I have spent in the meat packing industry I have experienced many happy moments, but none that can compare with being able to announce to my former customers and many good



HEADING FOR THE FRONT.

Frank Firor gets back in the meat game in New York territory with both feet.

friends of long standing the opening of Frank M. Firor, Inc., government inspected establishment No. 615," says Mr. Firor in a letter to the trade.

"It has been our good fortune to secure a very desirable and modern four-story building at 33rd st. and 1st ave. Located as we are, and with a fleet of refrigerated trucks, we will be in a position to carry out the first of our three standards—'Service.'"

"Our organization is composed entirely of men with many years of practical and successful experience in our line of business as a background. Combining this feature with the fact that the plant has been completely equipped with modern new machinery and renovated to a point of perfection, we know and you may feel assured of that very necessary essential so vitally important to the conduct of a successful business—'Quality.'"

"Inasmuch as it is our desire and aim not to have a large business, but a good one, resultant from capable management coupled with the fact that our overhead will be modest, we will be in a position to give what you are so very interested in—'Price.'"

NEW YORK NEWS NOTES.

Miss Lillian Dublin, of the local office of the U. S. Bureau of Agricultural Economics, is on a tour to the Finger Lakes.

J. D. Rogers, provision department, Jersey City plant, Swift & Company, is on a well-earned vacation and will return to his duties next week.

President Samuel Slotkin, Hygrade Food Products Corporation, left New York early last week on a trip which will include a visit to all the plants of the company.

Chicago visitors to Wilson & Co., New York, during the past week included Vice President W. J. Cawley, General Superintendent S. C. Frazer and J. W. Seyl, credit manager.

William O'Brien, of the Brooklyn division of Adolf Gobel, Inc., passed away at his home in Boston, Mass., on August 25, where he had gone to recuperate following an appendix operation in New York.

The Otto Stahl Employees' Welfare Association held its annual outing at Brienlinger's Old Point Comfort picnic grounds on Sunday, Aug. 23, and although the weather was not so pleasant, everyone had a most enjoyable time. Arrangements were supervised by Herman Harms, who had as his assistants Herman Waill, John Wallace, Henry Grimm and Samuel Horowitz. More than 800 people attended, among whom were the officers of Stahl-Meyer, Inc., and many friends of the employees. One of the most interesting features of the day's activities was the releasing of 100 balloons, to which were attached cards entitling those who caught them to one can of Stahl-Meyer Imported Style canned frankfurters for each card. The officers of the association are Fred Westphal, president; Fred Lehle, vice president; Miss Lillian Brown, financial secretary, and George Rohdenburg, treasurer.

SAUSAGE MAKERS OUTING.

The Sausage Manufacturers' Association of New England held their annual outing and dinner at the summer camp of P. W. Rounsevell, at Tewksbury, Mass., on a recent midweek day. Mr. Rounsevell made an exceptionally gracious host.

Arriving shortly before noon the members and guests had luncheon. Most of the afternoon was devoted to water sports. This was where Mr. Low, of Hoffman & Co., made his presence known. Johnnie Balkus, of Balkus Sausage Co., and Phil Feinberg, of the Hygrade Food Products, found it easier to tip over their canoe fully clothed than at any other time. They had an enjoyable time afterwards drying out. Elliott Hayes, of Early & Moor, soon joined them.

A novel feature of the outing was a skeet shoot in which J. Cooper, of the New England Provision Co., won first prize. The marksmanship of many of the contestants was as high as the present price of frankfurts. In the rifle shoot Mr. Pendleton, of the Worcester Salt Co., John Clugston, of Carl A. Weitz Co., and Frank Resker, of A. Gobel were the sharpshooters. Phil Feinberg won first prize in the shot put, with Johnnie Balkus a close second.

A home made chicken dinner with all the fixings was served at 5 o'clock and was enjoyed by all. Much fun and merrymaking took place after the dinner.

The officers of the association are John Clugston, Carl A. Weitz Co., president; Harold Taylor, Parks Sausage and Provision Co., secretary; William Tarky, F. W. Baldauf Co., treasurer; S. Y. Levovsky, executive secretary. The committee which arranged and carried out the program consisted of P. W. Rounsevell, Harold Taylor, and S. Y. Levovsky.

"RED HOTS" VACUUM PACKED.

Frankfurters by the "high vacuum pack" process are now being put up by Stahl-Meyer, Inc., New York. The canned frankfurter known as the "imported style" is the result of a German recipe employed in a vacuum cooking-packing process which is said to retain all of the keeping qualities without the addition of adulterants or preservatives.

NOTICE

FASS & FASS BANKRUPTS

The undersigned has received an offer to purchase the refrigeration plant of the above named bankrupts formerly wholesale dealers in meats and meat products. This plant is situated at 85-87 No. 6th St., Brooklyn, N. Y.

Said offer will be considered at a meeting of creditors to be held before Wilmot L. Morehouse, referee, at room 405, Post Office Bldg., Brooklyn, N. Y., on Sept. 9, 1931, at 2:00 p.m. Anyone interested in acquiring said premises may attend at such time and submit bids.

Full particulars relative to the property may be obtained from the attorneys for the undersigned.

MESSRS. LYNN, WANDLESS & LANIER

74 Trinity Place, New York City

Tel. Whitehall 4-8134

Alfred E. Vass, Trustee

Independent Meat Packers Prepared Meat Manufacturers Food Distributors

The formation of an organization is now in progress for the purpose of devoting its services to meat packing plants, prepared meat manufacturers, and food distributors.

Services will be directed towards the coordination and analysis of the business pertaining to financial, cost and accounting control, organization, production, merchandising and in an advisory capacity to the management in the solutions of their problems.

This service should be of particular interest to companies that do not want to increase their permanent executive overhead and yet obtain such service on a professional basis and at nominal expenditures.

CORRESPONDENCE SOLICITED.

BOX 621

THE NATIONAL PROVISIONER, 295 Madison Ave., New York City

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on August 27, 1931:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
YEARLINGS: (1) (800-550 lbs.):				
Choice	\$15.00@17.00	.....	\$15.50@17.50	.....
Good	14.50@15.50	.....	16.00@17.00	.....
Medium	13.00@14.50	.....	.....	.....
STEERS (550-700 lbs.):				
Choice	14.50@18.00	.....	15.50@17.00	16.50@18.00
Good	14.00@15.00	.....	15.00@16.50	15.00@16.50
STEERS (700 lbs. up):				
Choice	13.50@14.50	15.50@16.50	15.50@16.50	16.00@16.50
Good	13.00@14.00	14.00@15.50	14.00@15.50	15.00@16.00
STEERS (500 lbs. up):				
Medium	10.00@13.00	11.50@14.00	9.00@13.50	11.00@14.00
Common	8.50@10.00	10.00@11.50	7.00@ 9.00	9.00@11.00
COWS:				
Good	9.00@10.00	10.50@11.50	10.50@12.00	11.00@12.00
Medium	7.50@ 9.00	9.00@10.50	8.00@10.00	10.00@11.00
Common	6.50@ 7.50	8.00@ 9.00	6.00@ 8.00	7.50@ 9.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	15.00@17.00	14.00@16.00	18.00@20.00	18.00@17.00
Good	14.00@16.00	12.00@14.00	16.00@18.00	14.00@16.00
Medium	13.00@15.00	10.00@12.00	14.00@16.00	12.00@14.00
Common	11.00@13.00	9.00@10.00	12.00@14.00	11.00@12.00
CALF (2) (3):				
Choice	11.00@12.00	.....	15.00@17.00	13.00@14.00
Good	10.00@11.00	11.00@12.00	13.00@15.00	12.00@13.00
Medium	9.00@10.00	9.00@11.00	11.00@13.00	10.00@12.00
Common	8.00@ 9.00	8.00@ 9.00	10.00@11.00	9.00@10.00
Fresh Lamb and Mutton:				
LAMB (28 lbs. down):				
Choice	17.00@20.00	18.00@19.00	17.00@19.00	17.00@18.00
Good	15.00@17.00	17.00@18.00	14.00@17.00	16.00@17.00
Medium	10.00@15.00	14.00@17.00	13.00@14.00	14.00@16.00
Common	7.00@10.00	11.00@14.00	10.00@13.00	10.00@14.00
LAMB (39-45 lbs.):				
Choice	17.00@20.00	18.00@19.00	17.00@19.00	17.00@18.00
Good	15.00@17.00	17.00@18.00	14.00@17.00	16.00@17.00
Medium	10.00@15.00	14.00@17.00	13.00@14.00	14.00@16.00
Common	7.00@10.00	.....	10.00@13.00	10.00@14.00
LAMB (46-55 lbs.):				
Choice	16.00@18.00	17.00@19.00	16.00@18.00	.....
Good	14.00@16.00	16.00@18.00	14.00@16.00	.....
MUTTON (Ewe) 70 lbs. down:				
Choice	6.00@ 8.00	7.00@ 8.00	5.00@ 7.00	6.00@ 7.00
Medium	5.00@ 6.00	5.00@ 7.00	4.00@ 5.00	5.00@ 6.00
Common	3.00@ 5.00	4.00@ 5.00	3.00@ 4.00	4.00@ 5.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	21.00@24.00	24.00@25.00	22.00@25.00	22.00@25.00
10-12 lbs. av.	20.00@23.00	23.00@24.00	21.00@24.00	22.00@24.00
12-15 lbs. av.	17.00@19.00	20.00@21.00	18.50@20.00	19.00@20.00
16-22 lbs. av.	14.00@15.00	14.50@16.00	14.00@16.00	16.00@17.00
SHOULDER, N. Y. Style, Skinned:				
8-12 lbs. av.	11.00@13.00	.....	12.50@14.00	13.00@14.00
PICNICS:				
6-8 lbs. av. ....	.....	12.00@13.00	.....	11.50@12.50
BUTTS, Boston Style:				
4-8 lbs. av.	14.00@17.00	.....	13.50@16.00	15.00@18.50
SPARE RIBS:				
Half Sheets	8.00@10.00	.....	.....	.....
TRIMMINGS:				
Regular	6.00@ 6.50	.....	.....	.....
Lean	9.00@11.50	.....	.....	.....

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers	7.35@ 8.50
Cows, medium	3.50@ 5.50
Bulls, light to medium	3.00@ 4.50

LIVE CALVES.

Vealers, good to choice	9.50@11.00
Vealers, fair to good	7.50@ 8.50

LIVE LAMBS.

Lambs, good to choice	8.00@ 9.25
Lambs, medium	6.00@ 7.50
Lambs, culls	4.00@ 5.50

LIVE HOGS.

Hogs, 160-220 lbs.	7.00@ 7.50
Hogs, 225 lbs.	6.00@ 6.75
Hogs, 420 lbs.	5.25@ 5.75

DRESSED HOGS.

Hogs, heavy	@10.50
Hogs, 180 lbs.	@11.00
Pigs, 80 lbs.	@10.75
Pigs, 80-140 lbs.	@10.75

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	@18
Choice, native, light	@18
Native, common to fair	@16

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	@17
Native choice yearlings, 440@600 lbs.	@17
Good to choice heifers	@16
Good to choice cows	@14
Common to fair cows	@11
Fresh bologna bulls	7½ @ 8½

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @24	21 @23
No. 2 ribs	19 @21	19 @20
No. 3 ribs	16 @18	17 @18
No. 1 loins	26 @28	28 @30
No. 2 loins	23 @24	26 @28
No. 3 loins	20 @22	22 @24
No. 1 hinds and ribs	21 @24	21 @22
No. 2 hinds and ribs	19 @21	20 @22
No. 3 hinds and ribs	18 @19	18 @19
No. 1 rounds	17 @18	17 @18
No. 2 rounds	15 @16	16 @17
No. 3 rounds	14 @15	15 @16
No. 1 chuck	12 @14	13 @14
No. 2 chuck	11 @12	11 @12
No. 3 chuck	10 @11	10 @11
Bolognas	7½ @ 8	8 @ 9
Rolls, reg., 6@8 lbs. avg.	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 6@8 lbs. avg.	30 @30	30 @30
Shoulder clods	11 @12	11 @12

DRESSED VEAL.

Choice	@20
Good	@18
Medium	@16
Common	@14

DRESSED SHEEP AND LAMBS.

Lambs, choice	@20
Lamb, good	@18
Sheep, good	6 @ 8
Sheep, medium	5 @ 6

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	@25
Pork tenderloins, fresh	@45
Pork tenderloins, frozen	@40
Shoulders, city, 10@12 lbs. avg.	@15
Shoulders, Western, 10@12 lbs.	@14
Butts, boneless, Western	@20
Butts, regular, Western	@17
Hams, Western, fresh, 10@12 lbs. avg.	@17
Hams, city, fresh, 6@10 lbs. avg.	@24
Picnic hams, Western, fresh, 6@8 lbs. avg.	@11
Pork trimmings, extra lean	@17
Pork trimmings, regular 50% lean	8 @ 9
Spareribs, fresh	9 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	@23
Hams, 10@12 lbs. avg.	@22½
Hams, 12@14 lbs. avg.	@21
Picnics, 4@6 lbs. avg.	@17
Picnics, 6@8 lbs. avg.	@15
Rollettes, 8@10 lbs. avg.	@17
Beef tongue, light	@20
Beef tongue, heavy	@26
Bacon, boneless, Western	@28
Bacon, boneless, city	@21
Pickled bellies, 8@10 lbs. avg.	@18

FANCY MEATS.

Fresh steer tongues, untrimmed	24c a pound
Fresh steer tongues, 1 c. trim'd	40c a pound
Sweetbreads, beef	30c a pound
Sweetbreads, veal	12c a pair
Beef kidneys	10c a pound
Mutton kidneys	10c each
Livers, beef	35c a pound
Oxtails	12c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ .30 per cwt.
Breast fat	@ .60 per cwt.
Edible suet	@ .02 per lb.
Cond. suet	@ .95 per cwt.

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 veals	8	1.15	1.20	1.25	1.75
Prime No. 2 veals	6	.95	.95	1.00	1.50
Buttermilk No. 1	4	.80	.85	.90	1.00
Buttermilk No. 2	2	.55	.60	.65	1.00
Branded grubby	2	.30	.35	.45	.50
Number 3	2	.25	.30	.35	.35

BUTTER.

Creamery, extra (92 score)	@29
Creamery, firsts (88 to 89 score)	@27
Creamery, seconds (84 to 87 score)	24½ @25½
Creamery, lower grades	23½ @24

EGGS.

(Mixed colors.)

Extra dozen	23½ @25
Extra, firsts, dozen	21½ @23½
Firsts	@20½
Checks	13½ @15

LIVE POULTRY.

Fowls, colored, fancy via express	@17
Fowls, Leghorns, fancy, via express	@18

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	22 @26
Western, 48 to 54 lbs. to dozen, lb.	21 @24
Western, 43 to 47 lbs. to dozen, lb.	20 @22
Western, 36 to 42 lbs. to dozen, lb.	18 @20
Western, 30 to 35 lbs. to dozen, lb.	17 @19

Fowls—fresh—dry pkd.—12 to box—prime to fry:	
Western, 60 to 65 lbs. to dozen, lb.	@27
Western, 48 to 54 lbs. to dozen, lb.	@25
Western, 43 to 47 lbs. to dozen, lb.	@24
Western, 36 to 42 lbs. to dozen, lb.	@21
Western, 30 to 35 lbs. to dozen, lb.	@20

Chickens, fresh, 12 to box, prime:	
Broilers, under 17 lbs.	30 @34

Ducks—	
Long Island	15 @18

Squabs—	
White, ungraded, per lb.	25 @30

Turkeys, fresh—dry pkd.:	
Spring, 5@7 lbs.	35 @52
Young toms, choice	36 @59
Young hens, choice	33 @57

Fowls, frozen—dry, pkd.—12 to box—prime to fry:	
Western, 60 to 65 lbs. to dozen, lb.	26 @27
Western, 48 to 54 lbs. to dozen, lb.	25 @26
Western, 43 to 47 lbs. to dozen, lb.	23 @24

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended August 20, 1931:

	Aug. 14	15	17	18	19	20
Chicago	28½	28½	28½	28½	28½	27½
New York	29	29	29½	29½	29½	29
Boston	29	29	29	29½	29½	29½
Phila.	30	30	30½	30½	30½	30

Wholesale prices carlots—fresh centralized butter—90 score at Chicago.

	27½	27½	28	28	28	28
Receipts of butter by cities (tubs):						
Wk. to Prev.						
Aug. 20, week.						
1931.						
1930.						
Chicago	36,487	32,496	33,272	2,245,386	2,237,416	
N. Y.	50,768	46,948	49,053	2,529,745	2,506,551	
Boston	16,949	14,411	14,446	754,907	773,948	
Phila.	13,851	18,945	19,259	813,123	754,064	

Total	118,053	112,800	107,010	6,313,251	6,275,000	
Cold storage movement (cases):						
In						
Aug. 20, Aug. 21.						
Out						
Aug. 20, Aug. 21.						
On hand						
last year.						
Chicago	1,136	3,111	1,587,277	1,794,851		
New York	4,246	9,069	1,706,451	1,945,104		
Boston	107	1,448	261,043	252,109		
Phila.	1,056	1,645	270,076	305,031		
Total	7,145	15,253	3,824,847	4,197,155		

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton ex vessel Atlantic and Gulf ports.	@28.50
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York.	@28.50
Blood dried, 15-16% per unit.	@1.00
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory.	2.00 @ 1.50
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	3.25 @ 1.25
Fish scrap, acidulated, 6% ammonia, 5% A. P. A. Del'd Belt, f.o.b. Balt.	2.50 @ 1.50
Soda Nitrate in bags, 100 lbs. spot.	@ 1.25
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.	1.50 @ 1.25
Tankage, unground, 9@10% ammo.	1.25 @ 1.00

Phosphates.

Foreign, bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@28.50
Bone meal, raw, India, 4½ and 50 bags, per ton, c.i.f.	@28.50
Acid phosphate, bulk, f.o.b. Balt. more, per ton, 16% flat.	@ 2.50

Potash.

Manure salt, 20% bulk, per ton.	@12.50
Kalnit, 14% bulk, per ton.	@ 3.75
Muriate in bags, basis 80%, per ton.	@27.15
Sulphate in bags, basis 90%, per ton	@43.15

Beef.

Cracklings, 50% unground.	@ 5.00
Cracklings, 60% unground.	@ 5.00

BONES, HOOFs AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces.	75.00 @ 50.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces.	@ 50.00
Black or striped hoofs, per ton.	45.00 @ 50.00
White hoofs, per ton.	@ 50.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces.	@ 70.00
Horns, according to grade.	75.00 @ 50.00

MEAT IMPORTS AT NEW YORK.

For week ended Aug. 21, 1931:

Point of origin.	Commodity.	Amount.
Argentina	Sweet pickled beef	45,440 lbs.
Argentina	Canned corned beef	25,440 lbs.
Argentina	Oleo stearine	262,547 lbs.
Canada	S. P. hams	12,559 lbs.
Canada	Bacon	1,496 lbs.
Canada	Pork loins	6,090 lbs.
Germany	Sausage	6,973 lbs.
Germany	Ham	4,177 lbs.
Germany	Bacon	540 lbs.
Holland	Ham	893 lbs.
Ireland	Bacon	350 lbs.
Ireland	Ham	75 lbs.
Italy	Sausage	2,035 lbs.
Italy	Salami	2,252 lbs.
Uruguay	Sweet pickled beef	22,555 lbs.
Uruguay	Canned corned beef	255,000 lbs.

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.
NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

Emil Kohn, Inc.
Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse
407 East 31st St.
NEW YORK, N. Y.
Caledonia 0113-0114

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